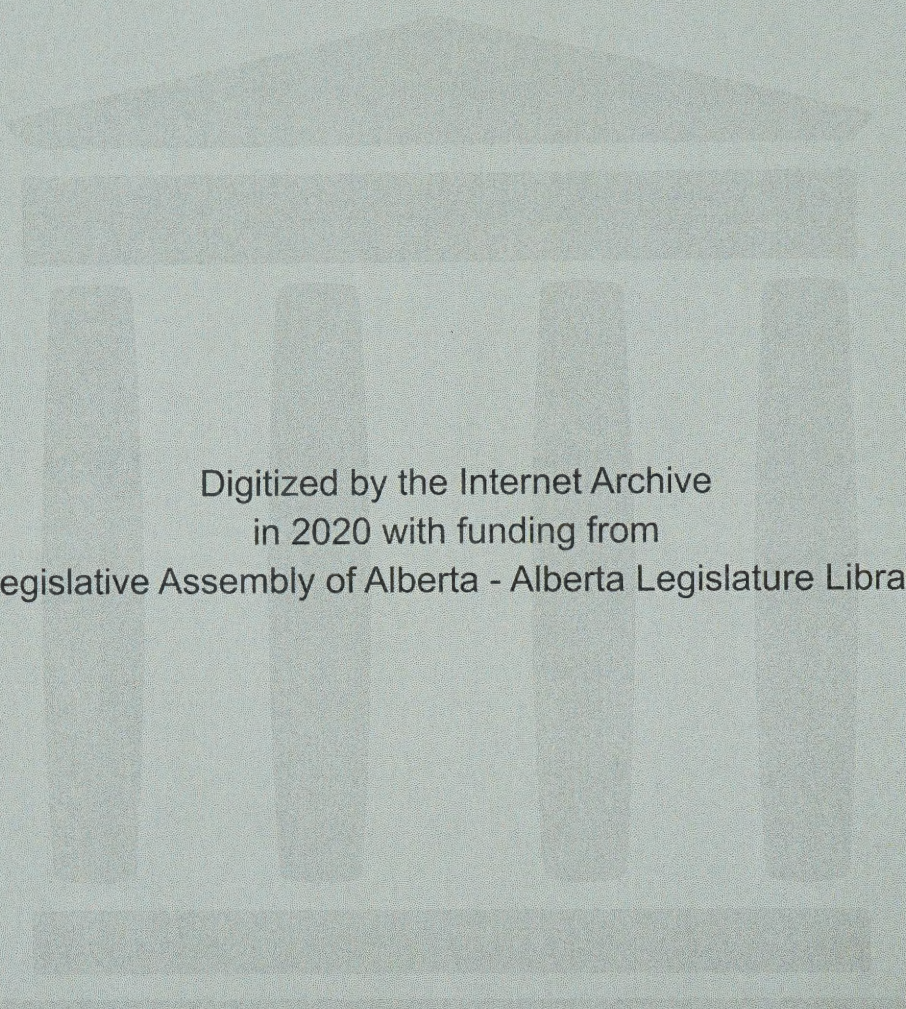


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IN THE MATTER OF A COMMISSION ISSUED PURSUANT TO
"AN ACT RESPECTING COMMISSIONERS TO MAKE ENQUIRIES
CONCERNING PUBLIC MATTER TO INVESTIGATE AND REPORT AS TO THE
CATTLE AND MEAT TRADE AND AS TO THE EXISTENCE OF ANY
COMBINATION INFRINGING ON THE CRIMINAL CODE.

Evidence taken before Mr. Commissioner
Cambell, Chairman, and Mr. Commissioner Middleton, at
the Enquiries held in the City of Winnipeg, the City of
Brandon, and other towns in the Province o Manitoba
during the months of July and August, 1907.

INDEX -----Pages I to IV.

EVIDENCE-Pages 1 to 700.

I

INDEX.

	Pages.
WINNIPEG, July 30 & 31	1 to 89.
,, August 12 to 22	337 to 700.
James Riddell Mixed Farming	Rosebank 1
R.L.Richardson Journalist	Winnipeg 5, 666.
Glen Campbell Speech in the Manitoba Legislature	15
Letter (Anon.) Estimate on Finished Animal	19
John Dew Farmer	Woodlands 34
John Body Mixed Farming	Starbuck 38
C.G.Caron Mixed Farming	StCharles 43
J.B.Lauzon Butcher	Winnipeg 48
Richard Buck Farmer & Dealer	Rockwood 63
George Lawrence Retailer	Winnipeg 69
J.W.Parker Farmer & Stock Raiser	La Salle 70
Matthew Houghton Stock Raiser	Oak Bluff 78
C.L.Charrest Retail Butcher	Winnipeg 79, 337.
W.A.Bartram Retail Butcher	345
Jos.Turenne Retail Butcher	St.Boniface 354
Wm.Coates Retail Butcher	Winnipeg 359, 384
W.A.Coulson Secy.Retail Merchants Assn., Wpeg	367
Geo.Moody Retail Butcher	Winnipeg 370
Peter Couture Retail Butcher	Winnipeg 382
John Guest Eaton's Meat Manager	Winnipeg 387
H.A.Mullins Commission	Winnipeg 396, 646, 685, 690
D.Coughlin Commission	Winnipeg 423, 686, 692.
J.T.Loverking Grazier	Dom'n City 432
J.T.Gordon Exporter & Packer	Winnipeg 437, 653, 688.
Letter (Anon.) A Butcher's Assistant	Tribune 463

I N D E X .

WINNIPEG, July 30 & 31
August 12 to 22
1 to 30
31 to 33

James Riddell	Mixed Farming	304
R. J. Richardson	Journalist	305
Oliver Campbell	Speech in the Manitoba Legislature	306
Factor (Anon.)	Remarks on Vintaged Animals	307
John Dew	Farmer	308
John Hody	Mixed Farming	309
O. S. Gorman	Mixed Farming	310
L. B. Johnson	Butcher	311
Richard Buck	Farmer & Dealer	312
George Lawrence	Retailer	313
J. W. Parker	Farmer & Stock Raiser	314
McGowan Houghton	Stock Raiser	315
C. E. O'Hare	Retail Butcher	316
A. A. Hartman	Retail Butcher	317
Joe. Lawrence	Retail Butcher	318
Wm. Gaudet	Retail Butcher	319
W. A. Gaudet	Butcher	320
Geo. Hody	Retail Butcher	321
Peter Gaudet	Retail Butcher	322
John West	Butcher's Meat Market	323
H. A. Millin	Commission	324
H. Gaudet	Commission	325
L. T. Gaudet	Commission	326
J. T. Gaudet	Commission	327
J. T. Gaudet	Commission	328
J. T. Gaudet	Commission	329
J. T. Gaudet	Commission	330
J. T. Gaudet	Commission	331
J. T. Gaudet	Commission	332
J. T. Gaudet	Commission	333
J. T. Gaudet	Commission	334
J. T. Gaudet	Commission	335
J. T. Gaudet	Commission	336
J. T. Gaudet	Commission	337
J. T. Gaudet	Commission	338
J. T. Gaudet	Commission	339
J. T. Gaudet	Commission	340
J. T. Gaudet	Commission	341
J. T. Gaudet	Commission	342
J. T. Gaudet	Commission	343
J. T. Gaudet	Commission	344
J. T. Gaudet	Commission	345
J. T. Gaudet	Commission	346
J. T. Gaudet	Commission	347
J. T. Gaudet	Commission	348
J. T. Gaudet	Commission	349
J. T. Gaudet	Commission	350
J. T. Gaudet	Commission	351
J. T. Gaudet	Commission	352
J. T. Gaudet	Commission	353
J. T. Gaudet	Commission	354
J. T. Gaudet	Commission	355
J. T. Gaudet	Commission	356
J. T. Gaudet	Commission	357
J. T. Gaudet	Commission	358
J. T. Gaudet	Commission	359
J. T. Gaudet	Commission	360
J. T. Gaudet	Commission	361
J. T. Gaudet	Commission	362
J. T. Gaudet	Commission	363
J. T. Gaudet	Commission	364
J. T. Gaudet	Commission	365
J. T. Gaudet	Commission	366
J. T. Gaudet	Commission	367
J. T. Gaudet	Commission	368
J. T. Gaudet	Commission	369
J. T. Gaudet	Commission	370
J. T. Gaudet	Commission	371
J. T. Gaudet	Commission	372
J. T. Gaudet	Commission	373
J. T. Gaudet	Commission	374
J. T. Gaudet	Commission	375
J. T. Gaudet	Commission	376
J. T. Gaudet	Commission	377
J. T. Gaudet	Commission	378
J. T. Gaudet	Commission	379
J. T. Gaudet	Commission	380
J. T. Gaudet	Commission	381
J. T. Gaudet	Commission	382
J. T. Gaudet	Commission	383
J. T. Gaudet	Commission	384
J. T. Gaudet	Commission	385
J. T. Gaudet	Commission	386
J. T. Gaudet	Commission	387
J. T. Gaudet	Commission	388
J. T. Gaudet	Commission	389
J. T. Gaudet	Commission	390
J. T. Gaudet	Commission	391
J. T. Gaudet	Commission	392
J. T. Gaudet	Commission	393
J. T. Gaudet	Commission	394
J. T. Gaudet	Commission	395
J. T. Gaudet	Commission	396
J. T. Gaudet	Commission	397
J. T. Gaudet	Commission	398
J. T. Gaudet	Commission	399
J. T. Gaudet	Commission	400

II

WINNIPEG continued.

Pages

W.S.Nicholson	J.Y.Griffin's Manager	Winnipeg	491
H.V.Kobold	Packer	Winnipeg	501
A.Carruthers	Hide Merchant	Winnipeg	515
J.Q.Gallagher	Packer & Butcher (wholesale & retail)	Winnipeg	518, 538.
J.J.Moncrieff	Journalist.	Winnipeg	531, 552, 570.
A.Johnson	Packer	Winnipeg	544
David Finn	Wholesale Butcher	Winnipeg	546
A.J.Andrews	Barrister	Winnipeg	549, 570.
F.W.Peters	Asst. Freight Mgr. C.P.R.	Winnipeg	552
W.W.Brauer	Exporter & Feeder	New York	572, 682, 686, 692
Geo. H. Shaw	Traffic Manager, C.N.R.	Winnipeg	597
Chris. Fahrni	Cattle & Horse Breeder	Gladstone	602
Glan Campbell	Letter to the Press of	Winnipeg	620
J.W.Parker	Letter to the Chairman	Sanford	622
W.B.Lanigan	Gen. Freight Agent, C.P.R.,	Winnipeg	623
Ed. Evans	Stock Yard Agent, C.P.R.,	Winnipeg	632, 694.
J.Patterson	Brand Inspector	Winnipeg	639
J.I.Hilton	Secy. Stock Shippers Assn	Winnipeg	664
G.L.Bater	Commission & Exporter	Winnipeg	675
Charles Knox	Shipper of Young Stock	Winnipeg	696

BRANDON, August 1 & 2 90 to 153.

Kenneth McIvor	Mixed Farming	Virden	90
J.Donaldson	Butcher	Brandon	100
J.C.Knight	Butcher	Brandon	111
J.Burchill	Butcher	Brandon	118
David Simpson	Butcher	Brandon	129
W.J.Burchill	Butcher	Brandon	134
As. Birtles	Butcher	Brandon	139, 149.

THE INDEX continued.

Pages

491	Whitney	J. Y. Whitin's Manager	W. H. Whitin
491	Whitney	Pecker	W. H. Whitin
515	Whitney	Wido Monahan	A. Whitin
515, 522	Whitney	Pecker & Pecker	J. H. Whitin
521, 522, 523	Whitney	(Wholesale & Retail)	J. H. Whitin
521	Whitney	Pecker	A. Whitin
521	Whitney	Wholesale Butcher	W. H. Whitin
521, 522	Whitney	Butcher	A. H. Whitin
522	Whitney	Asst. Freight Agt. J. P. E.	J. H. Whitin
522, 523, 524	New York	Reporter	W. H. Whitin
527	Whitney	Traffic Manager, C. N. R.	W. H. Whitin
528	Whitman	Utah & Horse Dealer	W. H. Whitin
530	Whitney	Letter to the Press of	W. H. Whitin
532	Whitman	Letter to the Chairman	W. H. Whitin
532	Whitney	San. Freight Agent, C. N. R.	W. H. Whitin
532, 533	Whitney	Stock & Bond Agent, C. N. R.	W. H. Whitin
533	Whitney	Brand Inspector	J. H. Whitin
534	Whitney	Sec. Stock Shipper from Whitney	J. H. Whitin
535	Whitney	Commission & Reporter	J. H. Whitin
535	Whitney	Shipper of Young Stock	W. H. Whitin

20 to 100

INDEX, August 1 & 2

10	Whitman	Whitman	Whitman
106	Whitman	Whitman	Whitman
111	Whitman	Whitman	Whitman
113	Whitman	Whitman	Whitman
126	Whitman	Whitman	Whitman
127	Whitman	Whitman	Whitman
127, 128	Whitman	Whitman	Whitman

III

BRANDON continued :

		Pages.
Dr. J. Macdonald	Medical Health Officer	Brandon 146
Thomas Farrar	Butcher	Brandon 150

MINNEDOSA, August 3. 154 to 213.

And. Waddell	Farmer & Cattle Dealer	Newdale 154
A. R. Fanning	Butcher	Newdale 155, 161
Wm. Grayston	Farmer	Newdale 164
J. L. Cook	Farmer & Feeder	Newdale 167
J. G. Millar	Butcher	Rapid City 173
A. D. Brown	Cattle Dealer	Rapid City 180
H. S. Taylor	Cattle Dealer	Minnedosa 185, 201.
J. McQuarrie	Butcher	Minnedosa 193
J. Montgomery	Cattle Raiser & Shipper	Neepawa 196
Wm. H. Young	Farmer	Odanah 202
Hugh Dyer	Pure Bred Stock Raiser	Minnedosa 206

DAUPHIN, August 6. 214 to 257.

C. P. Williams	Cattle Dealer	Plumas 214, 229.
Jas. Leggett	Cattle Dealer	Plumas 223
R. V. Bing	Farmer	Plumas 226
Arch. Bennett	Butcher	Dauphin 230
A. Wagner	Butcher & Dealer	Grand View 232
Fredk. Parsons	Farmer	Plumas 236
Geo. Findlater	Butcher & Cattle Dealer	Gilbert Plains 238
W. I. Wright	Farmer	Plumas 244
Glen Campbell	Stock Raiser	Gilbert Plains 248
Geo. Lampard	Butcher	Dauphin 256

LV.

Pages

SCURIS, August 8.

258 to 298.

Jas.Milliken	Farmer	Reston	258, 269.
Thos.Forke	Butcher	Pipestone	262.
Wm.Loethian	Cattle Raiser	Pipestone	270
Stewart Baird	Butcher & Dealer	Rathwell	274
Arthur Sanders	Butcher	Souris	279
Alex.Wood	Sheep Farmer	Souris	283
Alfred Lovatt	Farmer	Souris	288
D.A.Chambers	Butcher	Souris	292

MANITOU, August 9.

299 to 336.

James Fargey	Cattle Shipper	Manitou	299
J.C.Stewart	Mixed Farming	LaRiviere	312, 335.
J.B.Baird	Cattle Dealer	Pilot Mound	326
Jos.Pritchard	Shipper	Killarney	325, 336.
J.F.Greenway	Shipper	Crystal City	329
W.L.Macdonald	Deloraine Farmer	Deloraine	332.

CANADA

Province of Manitoba

To Wit :

IN THE MATTER OF a Commission issued pursuant to "An Act respecting Commissioners to make enquiries Concerning Public Matters," to investigate and report as to the Cattle and Meat Trade and as to the existence of any Combination infringing on the Criminal Code.

Sittings held at the Court House in the City of Winnipeg in the Province of Manitoba, on Tuesday and Wednesday the Thirtieth and Thirty-first days of July 1907 :

Before Alexander M. Campbell, Chairman of the said Commission, and Alexander Middleton.

Alexander Haggart, K.C., counsel for the said Commission.

H.A.Craig, secretary of the said Commission

Justin J. Golden, deputy -minister of Agriculture for the said Province of Manitoba.

Henry Ferguson sworn as stenographer.

The investigation opened in Winnipeg on Tuesday the 30th day of July at 10 o'clock in the forenoon when Mr. Craig read the Commission aforesaid ; after which,

JAMES RIDDELL having been duly sworn deposed as follows : TO MR. HAGGART : --

Q. You are a farmer, Mr. Riddell, residing at Rosebank, Manitoba?

A. Yes.

Q. And you have lived there for nearly a quarter of a century ?

A. For thirty years.

Q. Mixed farming is it ?

A. Yes.

Q Do you raise and sell cattle, hogs and sheep ?

A Cattle and hogs only now.

Q About how many cattle on average a year do you raise for sale ?

A Fifteen or sixteen head.

Q To whom do you generally sell these cattle ?

A Generally to local dealers

Q What do you mean by local dealers ?

A I mean those who buy in the country for re-selling to the butchers in Winnipeg.

Q Not agents of the butchers in Winnipeg ?

A No, they mostly buy for themselves and re-sell when they land in Winnipeg

Q Take the last two years, what do you say as to the price you have been getting for these cattle ?

A This last year I was more than satisfied with the price I got. The party who bought my last lot must have lost money on the deal, so I have no complaint to make in regard to that. I got 5 cents a pound on the foot. That was for a mixed lot of old cows and some steers

Q Not what they call prime beef cattle ? A Not all.

Mr. Campbell : You mean this year not last year ?

A. This year, the end of May.

Mr. Haggart : And you are satisfied that that is all they are worth ?

A Yes

Q Was that the result of competition ?

A I think so.

Q Were you approached by other buyers ?

A There were four buyers after that same bunch of cattle. Cattle was particularly scarce at the time I sold--that would be stall fed cattle.

Q For stall fed cattle you would get a better price than for grass cattle ?

A Yes, certainly.

Q Go back to the year before that, what do you say as to the price you got then ?

A I was satisfied as to price. I got the regular price that was going and perhaps a little more.

Q Were they stall fed cattle ?

A I never had really stall fed cattle, not tied up. They were fed, however, just the same as stall fed cattle.

Q You understand the scope of this commission. It is charged there is practically little competition in the purchase of cattle from farmers, what do you say as to that ?

A In our district there is always a good deal of competition for good stuff. We have the local butchers at Miami, Carman, Roland and so on, and cattle buyers in Miami, Carman, Roland and Rosebank for shipping to town outside of the local butchers so you can see we are pretty well off in that respect.

Q Are there any agents for Gallagher, Holman & La France, Gordon, Ironside & Fares or The Western Packing company traveling through your country buying cattle ?

A Not that I know of. I have not sold to them for a number of years

Q You sell either to the local butchers or to men who buy for parties who are selling in Winnipeg ?

A Yes

Q Have you heard many complaints in Carman and neighborhood as to their being a combine ?

A I have only heard it spoken of.

Q Have you any knowledge of the existence of anything like that which would be unfair to farmers ?

A No, I think the greatest trouble we have is in the crude means they have of weighing the cattle. They are apt to make mistakes in the weighing

Q What kind of scales do they use ?

A Platform scales not properly fenced in, and it takes a great deal of trouble to weigh properly. These scales are private and are at all shipping points.

Q You have heard complaints as to that ? A Yes

Q That is the principal greivance that you have heard ?

A Yes, that I know of.

Q As to cattle you get 5 cents a pound ? A Yes

Q About how much of that animal when dressed would result in merchantable beef ?

A I have no means of knowing

Q As to the hog trade what is your experience ?

A Something the same as cattle. We sell on foot, by weight, so much a pound--we follow the market reports in the papers and we know when we are getting the regular prices, but whether it is too much or too little we do not know.

Q Have you any knowledge of any fact or circumstance that would assist the commissioners in their investigations ?

A No, I don't think so.

Chairman : This gentleman does not appear to have any greivance outside of the weighing. Leaving this year out altogether ; during last year and the preceding year who set the price for those cattle ?

A I always asked a price and I generally got it.

Q You set the price ? A Yes.

Q You have no greivance to mention to the commission ?

A No.

Mr. Middleton : What do you get per pound as it is ?

A. Four and a half cents a pound.

Q Was this sold in the early spring ?

A I may sell early in May. I generally sell in the spring.

ROBERT LORNE RICHARDSON having been duly sworn,
deposed as follows : --

TO MR. HAGGART :

Q. You are a journalist ?

A Yes

Q You have been in that profession for more than a quarter of a century ?

A For more than that

Q You are the proprietor of and practically control the policy of The Winnipeg Tribune ?

A Yes

Q And you make the same answer as to The Farmers' Tribune ?

A Yes

Q The Farmers' Tribune is a journal which gives special attention to matters of interest to farmers ?

A Yes

Q Over a year ago your paper took up this topic of the beef or meat trade in Manitoba ?

A Yes

A. Yes, the question of prices.

Q And I find on the 31st day of January 1906 on the first page of The Farmers' Tribune, columns 1 and 2, an article on that subject and signed by you ?

A Yes, I looked it over. It was based, or rather the agitation we began was in connection with the price of beef, and the investigation we carried on was based on a speech made by Mr. Glen Campbell, M.P.P. for Gilbert Plains in the house in which he charged that the farmer only made \$10 out of his animal while the middlemen made \$40. I speak according to my recollection. He went into the figures and we were struck by

the difference in the prices as between the amount the farmer received for his cattle and the amount the consumer was charged. I then gave instructions to carry on a campaign and to obtain figures as much as possible from the farmers, and I called upon the farmers from week to week to inform us as to the price they obtained for the cattle sold ; and week after week we commented on this information , and these articles are found over my signature in The Farmers' Tribune.

I looked over the letters received. I should think there are perhaps forty or fifty, or perhaps a hundred of them from farmers in different parts of Manitoba and Saskatchewan and even as far off as Alberta ; and their testimony is that the average price paid them by dealers, proprietors of abattoirs such as Pat Burns and Gordon, Ironside & Fares was two and a half cents, between 2 and 3 cents. I do not know that I found any cases where it exceeded 3 cents.

Putting that fact beside the retail price that the butchers charge to the consumer in Winnipeg--an average of 14 cents and 15 cents for joints, steaks, 18 cents; briskets, other joints and the coarser parts of the animal from 5 to 10 cents -- when we compared these prices with the price which the farmer invariably testified to receiving it created in our mind the impression that there must be some understanding between the men who purchased ; and that led us to agitate for an investigation in order that the facts might be brought out.

We knew that if a combine did exist it would be a violation of the Criminal Code and that the violators would be liable to criminal punishment. We were anxious to break it up.

Q You appreciated the fact that it would be a popular topic with the people as well as in their interests ?

A That is not a fair way of putting it.

Q A journalist is like a lawyer he wants his paper or his business to be popular ?

A The average man likes to be a success, but I would not like to range myself in that category. I do not want to advertise The Tribune in that regard. We have never considered where we would come out at. That is a fair answer to your question.

Q In this first article of the 31st of January 1906 entitled "Talks to Farmers" I think you said somewhere in that article that you had a talk with several legislators ?

A Glen Campbell was meant . He first called attention to the facts, and I have no doubt that our reporters discussed the subject with members of the Manitoba legislature.

Counsel reads the second paragraph in article of the 31st January 1906. to the commissioners.

Q. You mention Mr Glen Campbell as one of the men with whom you had a conversation in this connection, do you remember any others ?

A I do not recollect any other name. That information was brought to me by reporters.

Q As a journalist you have to detail your work to assistants and the matter furnished in some of these letters was furnished by them, and some of the articles were written by them ?

A Yes, in fact two or three of the letters were written while I was helping in a campaign with F.W.G. Raultain, but I am responsible for those utterances and I signed the letters.

Counsel reads further. from the Tribune.

Q You did not ascertain that a meat trust did exist ?

A I did not say that a meat trust did exist. However, I am inclined to believe yet that there has been an understanding. I made inquiries this morning in the market and I am still inclined to the view that if there is not a combine that there is some understanding between the dealers.

Counsel reads agin from the Tribune.

Q You refer to Mr. Glen Campbell there ?

A I do not recollect the member that made that statement that they got less than \$3 per cwt.

Q You appeal through this letter to farmers to give you all the information they can ?

A Exactly.

Q The question you asked them was what price per pound or cwt. they received ?

A Yes

Q And in response you say that you received a large number of letters ?

A Between fifty and a hundred letters.

Mr. Campbell : In what year

A I think it would 1905.

Mr. Haggart : Did you print and publish all the letters you got in a subsequent issue of this paper and do they appear in this volume ?

A Yes

Q From a perusal of those letters what price did you find to be the price received by those farmers ?

A Not more than two and a half cents a pound, live weight. Perhaps the average would not be more than two and a quarter cents. The letters, however, speak for themselves.

Q And you concluded that there was something seriously wrong ?

A I thought that when I sat down to an 18 cents per pound beef steak and that the farmer only got 2 1/2 cents per pound for it that there was a nigger in the fence somewhere.

Counsel reads further from The Tribune.

Q "At this end" do you mean the retail butchers, consumers and abattoir men ?

A Yes

Q Give us the result of your inquiries ?

A It is pretty well all set out in a subsequent issue of the paper. There was a meeting of the butchers themselves held in the city hall. This meeting of butchers was on February the 20th.

We found out what prices were being charged to the consumers by the butchers and the butchers claimed that they only received a fair and reasonable profit. They said that the fault was not theirs, and we found a disposition to throw the blame on the middlemen.

The butchers do not as a rule buy direct from the farmer. They buy from the large dealers and they profess not to be in a position to protect themselves.

I learned this fact, however, and think it is significant. There are going through the country a number of Jews who buy direct from the farmer and they sometimes get reasonably good animals and sometimes inferior. The butchers buy from the Jews at from one to two cents a pound less. This one prominent fact went to indicate that there was an understanding between the big dealers. For instance one of the largest dealers in the city told me that he never found the price charged by the abattoir men to vary one farthing, and that in his view the elements of competition were eliminated; and that the only competition secured at all was by the action of the Jews. They buy at so much and take them to the abattoirs and get them killed, and the butchers buy from them considerably cheaper. We found the prices were very high. We found that the spread of prices paid by the consumer and the price paid to the farmer was entirely too great.

Q We will see what the abattoir men have to say for themselves. We must be fair to them also ?

A. Absolutely.

Q Does it not appear to you that the beef furnished by a well conducted abattoir might be worth more to the consumer than beef killed at some little dirty out of the way slaughter house?

A You are wrong in your hypothesis.. The Jews who bring the cattle to Winnipeg have them killed in the abattoirs. They pay so much for that privilege. They butcher the carcasses and invite the butcher to inspect them. I had that point out with the butcher. He did not pay a lesser price and get an inferior article for it. He said that all things being equal he secured as good an article from the Jew from one to 2 cents per pound less than he paid the abattoir.

Q Give me that butcher's name ?

A Mr. Reid.

Q What business does he run now ?

A He is one of the partners in the firm which succeeded the Kobold firm. He is partner with Scarfe.

Q. The next article appears in the following week of the The Farmers' Tribune, dated February the 7th 1907 (Counsel reads) You mean there that you got a particularly large number of communications ?

A Satisfactory responses and letters

Q And you repeat the call there to send you all the information they can ?

A Yes.

Counsel reads.

Q You were satisfied by this time that they had got a less price than they were entitled to ?

A Exactly. Mr. J. T. Gordon in speaking in the House made the statement that they received an average price of 4 something per cwt., and it was evident from the letters that they were receiving very much less.

Q I read the following paragraph in this article (Counsel reads) Did you ever ascertain or compute the percentage of the animal that results in merchantable beef?

A I did get some general figures on it but I cannot give them to you now.

Q In my enquiries I have been told by a butcher that there is about 53 to 55 per cent of beef in a carcase?

A I think it is all set out in one of these letters

Q You do not know it of your own knowledge?

A No.

Q It would hardly be fair to put it in that bald way that the farmer gets 2 1/2 cents a pound and that same butcher gets 18 cents a pound for it?

A It is emphasizing it in the strongest possible way. We assume that the farmer is intelligent. There must be some way. The farmer might resent our going into details. He might think it was a reflection on his intelligence. I think it might have been stated in detail, however. Nevertheless they are able to take care of themselves. There is one point, in our legislature J. T. Gordon made the statement that the retail price would be 12 1/2 cents per pound. We look upon that as an under-estimate, though if you took into consideration the head, hoofs, flanks, shanks, etc., it is nearly all right.

Q. (Counsel Reads from The Tribune further) There would seem to be the same thing stated with reference to hogs as to beef?

A Yes, we are desirous of getting the fullest possible information to cover all the ground.

Q We will take the article on the First page of the issue of February the 14th., Columns 1 and 2. Now the correspondence that is also published in that issue is your justification for giving that utterance ?

A Yes

Q And on page 4 of that issue is this correspondence ?

A Yes

Q In the ^{first column,} first paragraph you follow up the position you take in that article on the first page signed by yourself. You interviewed the dealers and asked the people to read the interviews and the farmers' letters ?

A Certainly

Q And you state that you called upon Mr Scarfe successor to the Kobolds ?

A Yes, but I did not get these interviews at all.

Q You say in that first column as to how the carcass is disposed of and the price of the different portions ? A. Yes.

Q You have here a tabulated statement prepared by some one ?

A It is contributed by one of the members of Scarfe's firm. One of the members consented to do it.

Counsel produces it.

A In this symposium we give both sides. We went to the butchers and let them give what statement they chose. My opinion is that that is a very moderate result. I think they should receive something more than that. I think they would receive an average of 16 cents a pound for loins, likely 18 cents a pound. This is not a Tribune statement, this is a butcher's.

Q It is hardly fair to say that the farmer gets two or three cents a pound and the butcher 18 cents. Now you say that there is a large portion of that carcass which does not bring a very great result ; take the flank or the shank at two and a half cents ?

13.

A. Well, take the brisket. I have bought it scores of times. I pay 7 to 10 cents for it. This charge here of 5 cents is entirely too moderate and ~~as~~ I got what none too good. They say the 130 pounds of loin has more bone in it. I think that charge per pound in the statement is an under estimate as to the return they got for that loin.

Q If he sells the carcass all at these prices the butcher gets \$59.15 ?

A I do not remember he does from my personal experience.

Q For the purposes of computation we will take that \$59.15 ?

A Yes

Q And the butcher's price is 7 1/2 cents a pound ?

A I think that that must appear to yourself and the commission as absurd. How can they pay for cutting it up, rent, heat, etc., how can they live at the rate they allow below the tabulated statement ? According to that calculation the butcher could not live at 7 1/2 cents a pound. According to this calculation the butcher sells a carcass for \$59.15, which divided by 600 lbs., would leave the price at 7 1/2 cents a lb. The butcher could not pay rent, heat, horses and men and sell his meat on credit and sell it at the price he pays for it. I think it is absurd on the face of it.

Counsel reads from The Tribune.

Q You go on to speak of importation from the United States. This is a fair report of the butchers' contention ?

A Yes, that is verbatim. I do not think that there is any attempt to garble the statement at all.

Counsel reads further.

Q Adding freight would bring the price up beyond 13 cents. What the butcher is trying to make out is that beef is so low in St. Paul that they have to sell it here ?

A. That is trifling.

Mr. Haggart: Between the butcher; and the newspaper man and the butcher justifies himself. (Counsel reads further from the Tribune) Now we come to the statement of J.T. Gordon, of Messrs. Gordon, Ironside & Eares. (Counsel reads the statement from newspaper) And now we come to Mr. Glen Campbell's statement in the house. (Counsel reads Mr. Glen Campbell's statement in the Legislature as published in the Tribune. This statement is reproduced on the next two pages of this evidence, pages 15 and 16.)

EXCERPT FROM THE TRIBUNE OF JANUARY THE 18th., 1906/.

COST OF BEEF.

The hon. member for Gilbert Plains next discussed the question of the cost of beef in the province. He said he regretted to see the hon. the member for South Winnipeg was not in his place, as he could correct any errors that might creep into his statements.

LOW PRICE GIVEN.

During the past six months farmers had to accept 2 1/2 c to 3 c per pound for live weight cattle. Export cattle brought a little higher figure, which was about 3 1/2 c per pound, the farmers in each case paying the freight.

The average weight of live weight cattle sold was 1,000 pounds, and the price realized about 2.75 cents a pound, which left the profit to the farmers ~~one~~ one cent a pound for live weight. To this was not added the cost of running his ~~farm~~ farm, etc. He said he referred entirely to the cattle raised and marketed in the province, not those raised on ranches.

Continuing the hon. member said when fattened the ox was sold to the wholesaler, As a basis of calculation he ~~would~~ would take the weight of the ox dressed to be fifty-two pounds, per 100 pounds of live weight. This dressed meat was sold to retail butchers at an average of 5 1/2 cents a pound, which would realize the sum of \$28.60.

The hide would average fifty-seven pounds, and the price of this would average about 8 1/2 cents a pound, an approximate value of \$4.86. The wholesaler got \$33.40 for his steer.

The balance went against the killing of the animal, the horns being worth at the rate of \$150. a ton, the head and feet bones worth \$40 a ton ; to this must be added the other parts of the animal which are manufactured into different things. The offal in England was considered of sufficient worth to pay for the handling of the animal alone.

The average retail price has been from 10c to 18 c a pound. Take 12 1/2 c a pound, the price paid by hotelmen, which brings the steer up to \$65. The poor farmer only gets \$10., and the other party gets \$40.

He would like to bring this state of affairs to the notice of the hon. the first minister, so that a more equitable basis might be arranged.

If the consumer was not paying too much for his meat then the producer was being robbed. Some one was robbing him.

Mr. Haggart : Would you like to add anything to that report of your reporter ?

A. I have already said that I think that that tabulated statement as to what the butcher received is an under-estimate. I think that they receive a great deal more than that. Then I think that there is no value attached to the statement about importing meat from St. Paul because there is nothing said about the freight.

Mr. Gordon says that farmers receive for carcasses 6 1/2 cents per pound instead of 5 1/2 cents. My opinion was that it was nearer 5 1/2 cents a pound than 6 1/2 cents. The carcasses brought in by farmers are referred to in a most derogatory manner. When I saw that statement it occurred to me that that statement must be used for the purpose of making out a case. There is no reason why these carcasses should be inferior to the abattoir killed animal. I speak with some experience. I have lived on a farm and I have seen them killed and shipped. Speaking as to the farmer I resent that reflection.

Q As a journalist you see that the men who have all the appliances of an abattoir can present a better article than the farmer ?

A. It is slicker done. But the farmer kills his animal and brings it to the butcher and the butcher has the means of taking care of the carcass, and it struck me that they try to minimize the value of the farmer's carcass of beef. His beef carcass would be as valuable.

Q You would colour his side naturally ?

The chairman : I have seen both sides of this and I really cannot see that there is anything in the arguments that the thing killed on the farm is not worth that killed in the slaughter house. I do not see that it is any worse than that killed in city slaughter-houses.

A. If the butcher buys a carcass of dressed meat at 5 1/2 cents a pound and sells a large portion for 15, 18 and 20 cents now, Mr. Glen Campbell said he had the ~~balance~~ bills in his desk, and yet run down to as low as 2 1/2 cents a pound for shanks, etc., I think it would figure out a large profit for the butcher

Q. There was practically a charge in your paper that there was an illegal combine ?

A I think we charged a local combine

A I do not think we charged an illegal combine. We said it ~~ink~~ look like a nigger in the fence somewhere and that it looked as if the farmer got a great deal the worst of it. I think if the commissioners read these letters they would understand me.

Mr. Haggart : Reporter, please note the correspondence commencing on page 4 of the issue of the Farmers' Tribune of February the 14th 1906 and continuing in the following issue.

A. There are a great deal of things that will be of use to the commissioners. My files will be at your service.

Q. Turning to the issue of February the 28th 1906 of The Farmers' Tribune--you are familiar with those letters--you might read that portion which you desire ?

A I notice a letter here from T.W.Knowles. I think he is a vice-president of the Grain Growers association. He is a prominent farmer of Emerson, Man. I will read it from this issue of February the 14th.

Witness reads printed letter of T.W.Knowles

A. The price went from 1 3/4 cents a pound to 2 3/4 cents. I ~~and~~ said before 2 1/4 ; 2 1/2 for stall fed--prime.

Q I sent Mr Knowles a notification to come here ?

A I will quote a letter that Gordon & Ironside sent out. And here is a statement I would like to call to your attention. It is in the issue of february the 14th., and is dated from Elkhorn, Man., February the 9th., 1906. It is at the foot of column 3.

Witness reads the following letter from "FARMER" : --

Issue of Wednesday, February 14th 1907, page 4.5th and 6th columns.

A SEVERE ARRAIGNMENT.

Editor Tribune;

Dear Sir-- In looking over the Tribune the other evening I was not a little interested in the report of the discussion in the house Jan.24th of the meat question

I notice that Mr. Gordon contended that if farmers would feed their cattle and not starve ^{them}, they might turn them out at the age of two years weighing 1200 pounds, live weight and do so at a profit to themselves.

Now, Mr. Editor, we will allow Mr. Gordon's own figures for the finished animal, which he says have averaged 3.3.40 per cwt. for the last summer.

To turn an animal out at two years that would weigh 1200 pounds requires that the said animal would receive the very best care and feed, as follows; The calf will cost at birth at least \$2. It will be required to be fed all one cow's milk for at least four weeks, three weeks of which time the butter that could be made from the milk would at least be eight pounds per week, which would be worth \$4. Also, you require to feed at least two pounds of oat chop per day for the first year, which would amount to twenty-one bushels, at Thirty cents per bushel--six dollars and thirty cents.

The crushing would be seventy cents; a calf would also eat one ton of hay.

The second year will require four pounds chop per day equal to forty bushels, crushing same and will eat two tons of hay during the second year. Also the pasture for the second summer will be worth at least one dollar. We will now see how the account stands.

Cost of calf at birth	\$2.00
Whole milk for 2nd., 3rd., and 4th weeks	4 00
Chopped oats, two pounds per day, 21 bushels at 30 cents per bushel	6.30
Crushing 7	70
Tpn hay	4.00X
Second year --	0
Chopped oats, 4 lbs. per day ; 41 bushels at 30 c.	12.50
Crushing	1.40
Two tons of hay at \$4	8.00
Pasture for second summer	1.00
	<hr/>
	\$40.00
1,200 lbs. live, at \$3.40	40.80
	<hr/>
Total profit	.80

I have been very moderate in the amount which I have fed the calf, besides not counting anything for the skim milk which it will require to drink the first summer. It will require to be stabled from the 1st. of October until the 1st of M. y.

And now, Mr Editor, we have the mangificent profit of eighty sents for looking after, housing, watering, feeding, and cleaning the stable for the whole of two years. Truly we farmers are unreasonable creatures!

I remain,
FARMER.

P.S.-- Cattle sold here all last summer and fall for 2 1/2 cents per pound, with the exception of a few stall fed animals which brought 4 cents per pound.

Elkhorn, Man., Feb. 9, 1906.

Witness : The total profit on the animal is 80 cents. The average paid was \$3.40 throughout the country, but he only got 2 1/2 cents per pound.

Witness reads the following other letters from the Farmers' Tribune and for the benefit of the commissioners marks what he reads :

Henry J. Neale, Langenburg, letter dated Feb 1 1906

Alexander Rankin, Ninga, Man., dated Feb. 3 1906

Q Rankin lives where ?

A. Near Killarney.

Witness reads another letter from William Roland, dated from Riverside, Sask., Feb 3 1906.

Mr. Haggart : These facts would not be evidence in a court of law. I have notified all these parties and they have the opportunity of coming here.

Witness reads further letters from :

William A. Gamey, dated from Newdale, Man. Feb 4 1906

George Fernie, dated from Beaverdale, Feb 5 1906

Q. Turn to the issue of February 21st 1906 ?

A. We find at page 3 of that issue of March the 21st 1906 a letter to the Tribune. I think it is important that I should read some of it.

Witness reads a letter from W.H. Brooks, dated March 13th., 1906 and a letter from Gordon, Ironsides and Pares dated the 2nd of December 1905.

Witness : There you have an official statement on their own form as to price. They say the prices are 1 1/2 to 2 3/4. Mr. Gordon stated in the House that he paid 3 cents.

Q. We will ask for the original of that letter.

A. You can have it if it has not been destroyed.

It being noon the Commissioner adjourned until 2 o'clock in the afternoon when the enquiry was proceeded with.

Q. Turn to the issue of the 29th of February. I read Mr. Richardson's "Talk to the Farmers" and let him supplement it with anything that is suggested. (Counsel reads the article in question) Now, Mr. Richardson you practically assume in that letter that a trust has been proved?

A. It has already been specifically charged by correspondents to the Tribune that a conspiracy does exist in Manitoba. There are quite a number of letters which I have been looking for in which the correspondents assume that there is a combine. Take this letter from J.B. Coulthard dated from Clearwater, Minn., February the 7th., 1906, on page 4, 5th column, in the issue of February the 21st. He is a man of sterling character and very worthy.

Witness reads the letter in question from the files of the Tribune.

Q. Do you know Coulthard?

A. Well. He is a splendid type of man.

Q. It is upon such evidence as that has prompted you to write as you do in this article?

A. I think Glen Campbell infers as much in his speech. When you have a number of letters like that we may assume it. You will notice that we did not say that it is, we say that it has been charged and that the facts warranted an investigation such as we are having now.

Q There was sufficient before you ; something more than suspicion ?

A Yes

Q Can you give us any clue or suggestion by which we can pursue the investigation where you left off ?

A. The investigation that is now going on is the outcome of our campaign. After we had bombarded the government with letters, etc., they failed to take action. We published a form to local members signed by farmers to call upon the legislators. They flouted the farmers and we bombarded the Dominion members.

Q. Can you give us any suggestion that will aid us in this enquiry ? You have given more attention to this than any one else from a journalistic standpoint ?

A I feel flattered. I know the ability of the commissioners and I have absolute confidence in their integrity. Mr. Campbell I know as a man of integrity and Mr. Middleton I know will do his duty. They can go on and do more than they are doing now. They will examine farmers and butchers as to the cost of handling meat.

Q All the information you have is contained in the pages of The Tribune ?

A. Exactly. That is why we are pressing for more.

Q You say that you know personally many of these correspondents ?

A A great many of them

Q You know them just to meet them, but do you know anything of the farming business that they carry on ; whether they are large or small cattle dealers ?

A I can tell pretty well by looking at the name whether he is a mixed farmer or not. I campaigned so much in the province that many of these people are friends of mine. Knowles of

Knowles of Emerson and Frederick Kirkham I know well. My judgment was that the wholesalers milked the business too heavily.

Q You anticipate a fight on their part to hold their business?
A. Naturally.

Q Because you speak of it as a big fight in the future ?

A That is one of my figures of speech. I might not always be fortunate in good similes. But I anticipate a struggle.

Q Turn to page 4 of the issue of the 24th., of february--your comments on the subsequent issue and correspondence--(Counsel reads) ?

A There was nothing in that. That was just a discussion of the rumour of another house starting in the business. All these letters on this subject seem to be all of the same character. Most of them seem to indicate a price from 2 cents to 2 1/2 cents a pound paid to farmers for cattle. I would like to read a letter in Column 2 , an artistic roast, written by W.A.Robinson of Elva dated February the 17th 1906. (Witness reads letter in question from the files of the Tribune)

Q. That letter is more valuable for its delicate ~~mk~~ irony than for its facts ?

A. Here is a letter from W. H. Paynter, Spy Hill, Sask., dated February the 19th., 1906 (Letter reads by witness.)

Q. Turn to the issue of March the 7th. Another Talk to Farmers This is the talk in which you recommend them to use their guns of the legislature ?

A Yes.

Q And there is a form of the letter which was drawn up by you to be sent by each correspondent to the member representing that particular constituency ?

A That is the form of the letter I spoke of a while ago.

Q This was to work up the agitation ?

A Oh ! yes. To keep the pot boiling until something happened.

Q And if they could not write or had not time to write, to cut this out and sign it ?

A Yes

Q And by this means you say it was brought before the attention of the government in the House ?

A I have reason to believe that a great many of these were signed by farmers and forwarded to their local member, though the house adjourned without their taking action. It was taken up by William Lagimodiere while waiting for the lieutenant-governor. It was charged that the Hon. Mr. Campbell, the attorney-general, talked it out. It would have been better brought up at a different time, though I am not to blame for that.

Q The guard of honour was on the way to the house ?

A. Yes

Q There was a temptation for newspapers to take the popular side ?

A Do you seek to minimise the subject ?

Q. No ?

A It is not to take a shot at the Tribune though even jocularly

Q. No. On page 4 there is a report of the Meeting of the Sheep & Swine Breeders' Association at Brandon ?

Witness reads the remarks of S.J.Thompson in that report of meeting.

A. Mr Thompson is a president of the association, I think. I will read the remarks of J.W.Scallion, who was first appointed to sit on this commission, and the following statements which I will also read we re given out for publication. (Witness reads Mr Scallion's remarks from the fyles) I think Mr. Scallion is one of the ablest and ^{most} patriotic farmers in Manitoba

He is a very moderate man. He thinks that there is no doubt that some combine exists. I will read you the published remarks of : --

R. Mackenzie of the Grain Growers association

W.G. Rogers, member of the Grain Growers' executive

J.S. Woods of Oakville.

G.A.F.S. Allman of Elkhorn, Man.

J.T. Crosby, Hargrave.

C.J. Stewart, Reston, Man.

Duncan Muir, Margaret.

Frederick Kirkham, letter dated from Saltcoats, February the 26th., 1906 and published in the issue of March 7th

J.C. Stewart, letter dated from La Riviere, Man.

(Witness reads all the foregoing)

A. You see, Mr. Haggart, Mr. Scallion and they all charge a combine. They go further than me.

Q You are not defending them ?

A No.

Q We have covered the ground pretty well. I want it noted that the letters just read are on page 4 of the issue of March the 7th., and on March the 14th., there is another article signed by the witness. We will not comment on that. This is where you intimate that when the beef is settled up you will get after something else ?

A Yes, the elevator combine.

Q On March the 21st, page 1, there is a recapitulation of the proceedings in the house and the prorogation. I think you must be wrong in the statement that the attorney-general talk it out ?

A What does the report say ? Here is a brief report on page 3. I will read it to you.

(Witness Reads.)

Q That is on the same page as that letter to Gordon, Ironside & Fares to Brooks ?

A Yes

Q Your comment there is that the attorney-general spoke on the ground that it should have been introduced sooner. Then the lieutenant-governor came in ?

A Yes

Q I presume it is in order to read the report of the Tribune on the prorogation of the house ?

Counsel reads.

A Mr Campbell told me he intended to say something on that but he did not get a chance the lieutenant-governor arriving. (Mr. Richardson's comment on that report with reference to Glen Campbell and the attorney-general.)

Q On March the 21st you commented on the attorney-general speaking ?

A Yes

Q You advised the flooding of the attorney-general with applications ? What else did you do ?

A I supplied the blanks. We had a blank form printed in each paper. I do not think we have any additional forms other than those we have already looked at. We called for letters and demanded an enquiry.

Q You were satisfied that a trust existed ?

A I was satisfied that many thought so

Q You stated on March 21st when we get the beef trust broken up the others will be easy ?

A The fact that the government flouted the farmers naturally incensed us. We were not getting unnecessarily angry, but when the fight warms up and the perspiration begins to run one is liable to hit harder.

Q In the issue of April the 4th., you publish a form of letter to be signed and sent to the House of Commons ?

A. On March the 28th., of the Farmers' Tribune we published this on the first page. Then we come to the issue of April the 4th., first page. We ~~were~~ deciding to appeal to the Dominion, our appeal to the local government having been futile up to that point. We suggested that the people send in this form of letter : --

(Witness reads blank form.)

Our action , however, seemed to have had the desired effect. Shortly after that a member of the local government suggested to me that the government here was willing to co-operate with the governments of Saskatchewan and Alberta to appoint a commission to go through this business, and travel through these provinces and take the evidence. I felt then that our campaigning had not been in vain.

He submitted to me the name of a desirable man who could act on that. I said his name would be a guarantee of the genuineness of the commission . The man declined and I wrote him urging him ~~for~~ very strongly to accept. However, circumstances over which he had no control caused certain delays and after a lapse of time he was unable to take it.

And as a result my friend Mr. Campbell took it, a man for whose integrity and honour I have the profoundest regard.

Q In the articles appearing in the issues of April the 19th., May the 2nd., June the 6th., June the 13th., and July the 11th., you pursue the same tactics toward the Dominion government and parliament. On May the 2nd., there are more letters ?

A Well, here is something on May the 10th., what I was going to say was that I thought after the suggestion was made to me that the government would appoint a commissioner I would not have pursued the subject any further in the paper.

Q You say in a subsequent issue of your paper that it is very gratifying that the commission has been appointed? A. Yes

Q Anything else?

A No. So far as anything appearing in the Tribune I have given reason for any comments made

Q I might suggest that I have forwarded an invitation to all these correspondents of yours. You might also advise them of that in the Tribune?

A I will be very glad to have something put in the paper tonight. Do you want to know anything about the conditions today? The prices have gone higher.

Q You are interested still in the beef trade and you have been making enquiries further?

A Yes, since I was notified to appear here, I made it my business to enquire as to prices.

I find that so far as beef is concerned sirloin steak or roast averages 28 cents a pound; porterhouse steak, 20 cents a pound; briskets go 5 cents to 8 cents a pound, which I think a little low, it is lower than that charged by my butcher, it should be Seven to 10 cents a pound; shoulder, 9 and 10 cents a pound; ~~other beef, 6 to 10 cents a pound.~~ round steak, 12 1/2 cents a pound; other beef 6 to 10 cents a pound.

Then I enquired as to mutton and lamb. I found that for lamb the prices for a hind quarter or loin was 30 cents a pound and for the fore quarter 20 cents a pound.

Mutton averages from 13 to 22 cents a pound. These prices the commissioners will observe are higher than anything in the correspondence.

The chairman : There are exceptional conditions this year.

A. Pork, 18 cents a pound ; shoulder 12 1/2 to 15 cents a pound. Veal Roasts, 15 to 18 cents a pound ; shoulders 8 to 10 cents a pound. I was informed that the butchers pay 15 cents a pound for dressed mutton.

Q These prices are the retail to the householder ?

A Yes. The butcher pays to the wholesaler 10 to 10 1/2 cents a pound for dressed hog. You will get that from themselves, however. I think I told you in my earlier evidence that so far as I could judge in discussing it with the the butchers had not expressed any definite opinion as to a combination--some times there is and sometimes there is not. There is another feature -- they say the wholesalers own so many of the re-tailers, that is, the retailers may owe them large sums of money and they are obliged to buy from them and are therefore not in a position to buy so cheaply. It is also known, well known, that a number of butcher shop are owned by the whole-saler. The wholesalers have their manager in there and it is really owned by the wholesaler.

The chairman : You do not know of any arrangement whereby a farmer bring in slaughtered meat is discriminated against, providing that the conditions are equal ?

A I suppose there are some independent butchers who will buy from the farmers if the meat is good. I would not like to go too far. The butchers disclaim any knowledge of a combination. But my experience has been there is a combination in other trades, and it would not surprise me if it existed here. Take the lumber combine. A wholesale lumber dealer would not sell to a retail dealer unless he was in the hard and fast combination.

The chairman: I stated in opening that we want a remedy suggested. I would like the witnesses opinion in that regard.

I noticed in your paper recently one remedy is suggested ,

municipal ownership of abattoirs, and in that connection to get more prime beef and a reduction of the price to the consumer. Our object is to cover the three phases, the producer, the consumer and the manufacturer. Do you think that municipal ownership would be an effective remedy ?

A. I have given the matter a great deal of thought. I have reached this conclusion. That it would be desirable that our local government should establish two or three public abattoirs in the province.

Regarding the winnipeg public abattoirs Controller Carson has proposed a bylaw to establish one in Winnipeg to slaughter cattle for the farmers and to keep carcasses in cold storage. I scarcely think the government would be justified in establishing many public abattoirs. I would establish three or four public owned abattoirs, one in the northwest, one southwest and one west and another near Winnipeg. They need not be elaborate abattoirs---just for the purpose of making the experiment. Let the cost be assessed to the entire province. If the government is able to regulate the trade in that way and secure for the farmers a proper return for their cattle and secure for the consumers good cheap meat, then the government might build one in the municipality, and the municipality would eventually pay for it. My experience is from a careful study if the question of trade is that the people themselves must protect themselves.

Government ownership is ownership by the people. If the middle man can make this enormous amount of money why cannot the people make it ? But I would begin it in a very limited way. I would go in simply to remedy.

Farmers have given evidence of combining ⁱⁿ their own behalf. But my judgment is that the farmer is not a man to make a success of an industry of that kind. They are so divided and they live such great distances from each other. However I see no reason why the government should not build and employ an expert to manage the abattoir.

The Chairman : Suppose the farmers should form a co-operative company and build an abattoir and the government ~~shall~~ should take over the management of it. That has been carried on with success in other matters, would it not apply to the meat industry ?

A I have no great faith in a body of farmers making a business success of it.

Q. This is an independent corporation managed by the government, such as the creameries in Alberta ?

A I had the same thing in my mind, similar to the creameries in Alberta. One of the officers in the agricultural department could keep in touch with all the abattoirs in the province.

Q Recently the thought has come to my mind--in regard to the government chartering and assisting it, but hand it over to a company with the sword of Damocles over their head as it were?

A I do not think you would get a private company interested in such an enterprise. A still better plan is strict government operation.

Q Competition is being eliminated today to a certain extent yet you would not call the meat industry a monopoly ?

A No

Q Suppose a number of small butchers combined and formed a unit here, and in another part of the country the same, and a third and a fourth? You could secure better performance and better results. It is far cheaper to operate under one management than under many managements? In regard to these four industrial units formed with large places for handling meat, if such laws were passed so as to prevent any combination among them, would it prevent the difficulty?

A The difficulty is that politics would creep in. We have a law on the statute book against combination in trade, but it is a dead letter. A business left in these hands never comes to anything. See the grain exchange. One or another always has a pull in the matter. Do it as a safety valve.

Just keep two or three abattoirs in the province of Manitoba for a certain figure then you compel others to do the same service for the same price.

Q The equipment here is not sufficient to handle our meat in the proper way?

A I would not think so. But I have always said if you had one road which you actually owned, leaving aside over capitalization, you regulate the rates on all other roads.

Q That would apply to the meat trade?

A That is exactly why I used the illustration.

Mr. Middleton: With these provincial abattoirs would you advise the Dominion government for transportation to Liverpool?

A. I think it would be concomitant with the abattoirs to get together with the Dominion Government in the matter of transportation. See what the Dominion government has been able to do in the way of transporting, eggs, fruit, etc., to the European market in a proper condition. See what they have accomplished.

JOHN DEW HAVING BEEN DULY SWORN DEPOSED AS FOLLOWS:

TO MR. HAGGART : :-

Q You are a farmer and you live in Woodlands ? A Yes

Q How long have you farmed ?

A For twenty years

Q And you are engaged in cattle raising ?

A Mixed farming

Q You have a considerable stock of cattle ?

A About eighty head

Q Well bred or grades ?

A Grades

Q You have a certain number to sell every year ?

A Yes, but not exactly for beef, they are for stockers, and are mostly purchased by dairymen and farmers. They buy for the ranches.

Q In selling your best cattle you have had a certain experience, what is your experience ?

A I cannot give you much light on the subject. Butchers come and ask us what we want for the beef. we tell them what we think they are worth and if it it does not suit them they will make their offers. They vary from \$25 to \$30 for fat cows.

Q Who are the buyers ?

A There are several. Blunderfield, Lobb, they are buyers who sell again.

Q There are no retail butchers ?

A No, just stock buyers. They buy to sell to other butchers or to the ranches.

Q Are there many of that class of ~~buyers~~ butcher ?

A No, there has only been one in there this last two years.

I cannot give his name

Q Does he buy for himself ?

A No, he is an agent for ~~London~~, I ~~think~~ Griffin, I understand.

Q Buys for Griffin's slaughter-houses ?

A Yes, calves and cattle.

Q That is the only buyer that has been in there for this last couple of years ?

A There may have been others but I did not know it

Q This man came to your farm occasionally ? A Yes

Q He ascertains if you have anything to make beef of, and makes you an offer and you accept or reject his offer ?

A Yes

Q How do you sell ?

A Two or three at a time. Do you mean young stock ?

Q I mean beef cattle ?

A Just when they are in condition, one, two or three.

Q Do you send for some one ?

A No, they come round occasionally. I keep them there until they go.

Q What do you think of the price you get ?

A Pretty low

Q For two or three cattle you sold last year what was your average price ?

A Twenty-four dollars a head

Q At how much a pound ?

A We never weigh them We sell them just as they are.

Q And there is practically one buyer in that part of the country ?

A This last year there is a butcher from Stonewall, Holloway of Stonewall.

Q You sell to them sometimes ?

A Yes, if it is in condition to buy.

Q How many would you sell a year in condition ?

A Not more than four.

Q Are there many people in the neighbourhood like yourself there, with only small herds ?

A They go in more for mixed farming and dairying. The creameries help us a lot.

Q You do not raise hogs ?

A No

Q Nor sheep ?

A No

Q The price for the last two or three years was pretty low ?

A Yes, the last two years.

Q A Farmer from the Garman district thought the price was pretty good. You do not know how much five cents a pound would make ?

A. No, it would make a good price of course.

Q You have heard a great deal of talk about a combine among the butchers ?

A Yes

Q There is no combine among the farmers ?

A No.

Chairman : Say for the last two years, not taking into account this summer, who actually set the price on cattle that you sold to the buyer who came out to you ? Whose was the prime price at which the cattle were sold ?

A. Sometimes we split the difference .

Q Have you any individual greivance in regard to the cattle industry ?

A No, of course the farmers would like to see better prices paid for their produce so that they could get on.

Q Do you think the prices paid them the two years previous encourages them in that industry ?

A. No, I do not.

Mr. Haggart : --

Q The cattle you sell have been raised for dairy purposes ?

A Yes

Q You fatten the old cow ?

A Yes

Q The old cow used for dairying purposes does not make as good beef as a young steer ?

A No

Q And you can hardly expect to receive the same price for it as for prime beef ?

A A prime steer would fetch from forty to forty-five dollars

Q And a fat cow used for dairying purposes would not bring more than what ?

A Twenty-four or twenty-five dollars.

Q What would be the weight of such a cow as you would sell?

A I do not suppose it would be much more than 1100 or 1200 pounds on foot.

Q And that would dress how much beef ?

A Four hundred and fifty pounds.

Q Would it not dress six hundred pounds ?

Chairman : She would dress about 600 pounds.

Mr. Haggart : Do you ever kill your cattle and bring them to market as dead meat ?

A. I used to but not now. It was generally in the winter about Christmas we used to kill and bring it in to Winnipeg, and it was at a pretty low price. It did not pay to bring it in.

Q If you sold to the consumer direct you would get a larger price ? A Yes

Q Very frequently you would sell to the consumer, the boarding house keeper or the hotel keeper ?

A Yes, not in whole carcasses, though, but quarters.

Q When the butcher found that you had to sell you could not get your price ? A Yes

Q And when a man wants to buy anything badly the seller fixes the price ? A Yes

JOHN BODY, having been duly sworn, deposed as follows
TO MR HAGGART : --

Q Where do you live, Mr Body ?

A I live near Starbuck

Q What is your occupation ?

A I am a farmer

Q How long have you been farming ?

A For about thirty years

Q What kind of farming ?

A Mixed farming

Q What is the size of your herd of cattle ?

A Forty. They are grade Shorthorns and so on

Q In the dairying business ? A Yes

Q Do you raise cattle and sell them ? A Yes

Q How many cattle do you have to sell ?

A It depends. I might have a carload or I might have none. That year, it all depends. They would send out a man sometimes, the wholesale butchers would. Gordon & Ironside would sometimes send out a man.

Q Does Griffin or Gallagher ?

A I do not remember. Probably a stranger would come along and buy a bunch of cattle and I do not know whether it was for these or for outside buyers. I knew some were Winnipeg men. There was one in about a couple of years ago. Gordon & Ironside's man came to me. Some person told him I had cattle and he came and got a carload.

Q That was the last sale you made that way ?

A About two years ago

Q How was the bargain made between you and this buyer ?

A Made by me--price on so much a pound or lump price. At that particular time I sold at so much a per pound

Q The safest way is to have them weighed ?

A Yes, they were weighed in Gordon & Ironside's stock yard. I go there the second time they were weighed.

Q What price did you get ?

A Two and half, not sure, I think it was two and a half

Q How much would you have averaged each ?

A About thrity dollars

Q They were good cattle

A Yes

Q Well bred cattle ?

A Yes

Q They were steers and heifers ?

A Yes, one or two young cows in among them perhaps. I would say that the price was very poor indeed. I do not know as I looked for another purchaser. I have often refused if they say they will only offer so much. Then they go on to the next man.

Q You made a bargain with him at so much a pound ?

A Yes, exactly.

Q You made no enquiries as to how beef was selling ?

A Yes, I did. I enquired here in Winnipeg as to how beef was selling

Q And you farmers discuss these matters amongst yourselves ?

A Yes

Q Is there just one buyer that goes out there ?

A Oh, many.

Q How many ?

A I cannot tell some I never see at all

Q Some people say that there is only one buyer in that direction, from one abattoir ?

A It might be, but I do not know who they are, however, there are several buyers. I do not know who they come from. I did not ask. I do not care so long as I get my price.

Q How old would these cows be that you sold for \$30 net ?

A Three years old

Q How much would they cost you ?

A It cost me every bit to raise it

Q You, just got wages ?

A No, I do not think I got even that

Q Not for cutting hay ?

A No, not even that.

Q How do you travel the cattle ?

A We just put them on the cars at Starbuck. We used to put them on the cars. Now we put them in the yard there. They look after them now when we put them in the yard.

Q Were they weighed in Winnipeg ?

A Yes, we did not find out when they were weighed.

Q The weighing is honest as far you know ? A Yes

Q You ^{know} pretty well the weight of an animal by the look of it ?

A To a certain extent, yes.

Q You have nothing to complain of in that regard, except the low prices ?

A That is all

Q Do you ever kill cattle ?

A Yes, sometimes. I do not know as one does much better selling it dead than alive

Q Who fix the price ?

A The butchers around the market. If you are not satisfied with one you go to another.

Q you are naturally in the hands of the butchers ?

A No doubt about that

Q I have heard some people say that the meat killed in an abattoir is better than that killed by the farmer ?

A To a certain extent it is, I suppose, because there are a great many people who know nothing of killing. They do it in a slovenly way. They roll it over in the hide and get the carcass all over blood and so on ; others kill it and sling it like in the abattoirs.

Q It would not be so clean killed in the farmer's yard ?

A They do not do that. They take it out and hang it in a tree and kill it there. They hang them in a crotch and clean them

Q You do not try to sell the the housewife ? A No

Q Do you know anything about a combine ?

A No, only from inference. The inference is that they have in their hands the trade and that they make their own prices.

Look at the prices in the paper. I notice beef in Winnipeg is quoted from 2 to 2 3/4 cents and in Toronto \$4.60 to \$7.25. I should think it would be very profitable to take it to Toronto

but unfortunately we cannot fight these ~~mainks~~ combines, these large dealers in meat.

Q Have they arranged not to give more than a certain price ?

A I would not say that. However, the men that used to come and buy our cattle are all put out of business or are working for these firms.

Q Were they local ~~butchers~~ butchers who used to buy your cattle ?

A The men the farmers sold to were wholesale ~~butchers~~ buyers who sold to the wholesale butchers. They were what we called wholesale buyers. They are now wiped out.

Q Practically you have to wait until the abattoir comes round?

A It seems that way and there are not many of them, and who else can we sell to ? We cannot sell unless some one wants to buy.

Q Are there many situated just as you are ?

A Yes

Q You have discussed the matter with them ? A Yes

The chairman : You have told us that there were quite a number of buyers round, did you sell any cattle last year ?

A No , I do not think I sold any cattle last year

Q Did you sell any in 1905 ? A Yes

Q To whom ?

Q To Gorden & Ironside's buyer

Q How many other buyers came and made an offer to you for that cattle ?

A Only one buyer

Q Have you any other individual grievance other than those referring to the questions already asked you ?

A. No, nothing I can specify--it is all general.

Q You believe you are held down ? A Yes

Q Were the prices in 1905 or 1906 encouraging or discouraging towards the raising of cattle ?

A Discouraging. I am going out of it as fast as I can.

Mr. Middleton : You say this cattle was sold by the pound ?

A So much per pound.

Q. You made some remark about a second weighing ?

A Yes. I thought they weighed more and I had them weighed a second time

Mr. Haggart : Do you know what the difference is in the cattle prices in Winnipeg and Toronto, whether the cattle are all the same grade ?

A No, I do not know. They might be all stalled.

G.G.Caron having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q You are a farmer and you reside in the Parish of St.Charles?

A Yes, I have lived there for 27 years.

Q And you raise stock ? A Yes

Q What kind of stock ?

A I always run a mixed farm. My cattle are all of a dairy type. I do not do much in the beef business. I used to keep a lot of hogs all the time from 25 to 100, more or less. I am feeding 40 just now.

Q What observations have you to make from a farmer's point of view ?

A My great objection is that the farmer does not benefit by the scarcity of the product. When they are scarce the price goes higher to the consumer, but the farmer does not get it. For instance all last year (1906) the price of hogs on foot except for a few days, brought $7 \frac{1}{4}$, except for a few days at $7 \frac{1}{2}$. I sold about seventy-five last year at that.

Q To whose abattoir ?

A Gallagher, Holman, Lafrance Company's. It does not make much difference where you go, they are all the same price.

Q Three or four abattoirs ?

A There are more I think. And the price seems to be the same. at all the abattoirs. Yes, I am sure. Wherever you go you will get the same price ; I am sure of that.

Q How are they fixed ?

A There is such a uniformity that there is an authority governing them.

Q And the same conditions exist today ? A Yes

Q How long has it existed ?

A From my recollection ~~for~~ for that way for a couple of years.

Q The same price at all the abattoirs ? A Yes

Q They do not appear to be anxious to pay ?

A It does not make any difference ; it is the same price everywhere.

Q One carload of steers or heifers may differ very materially from any carload of steers or heifers, but how about hogs ?

A Not as much. There is not so much difference in the ~~ga~~ hog as in the cattle. There is not much difference in the quantity as long as they are not too heavy.

Q You have considered this situation in your municipality of Assiniboia, and you have held public positions there, have you any suggestions to offer ?

A There is certainly room for improvement. There is something I want to call your attention to. I was telling you that the farmer was not getting the benefit of the scarcity of the product. The first week of this month the abattoirs were paying 7 1/4 and were selling it to the butchers ; and I knew a butcher told me he was paying 11 1/4 . There is a great difference between live and dressed weight. I said that was an extravagant profit. I have been in the business long enough to know. I said a difference of 2 cents a pound between dressed and live is fair. Four cents is too much, and that is my reason for saying that the farmer cannot get the benefit of the scarcity. Neither the consumer nor the producer gets it. The abattoir gets it. These men control the market.

Q Be more explicit ?

A They fix the price to the producer and the retailer. The retailer has to take his profit. If he pays 11 1/4 cents a pound on the whole carcass he must sell it high to make his living.

Chairman : Did you sell hogs in 1905 ?

A Yes

Q What price did you get ?

A Well, I did not sell to the abattoir. I sell to a butcher in St. Boniface, I get 5 cents a pound live weight. The abattoirs were paying 4 1/2 cents a pound.

Q In 1905 the prices were 4 1/2 cents per pound, in 1906 you get 7 1/4 how do you account for that ?

A The scarcity of the product.

Q What was the cause of the scarcity of the product ?

A Because prices had been so low in previous years and killed the raising of hogs. I was delivering in Winnipeg. I heard a man, who lived a hundred miles away, state : We are getting 1/2 cent less than you.

Q Do you think that the abattoirs have again put up the prices in order to again induce farmers to again go into the business

A Yes

Q Do you think that the farmers will go into the business and that the abattoirs will again drop the price ?

A They have started already. They have dropped one cent a pound since the First of a week in July

Q You have ~~kn~~ no knowledge of that drop being the result of over-production ?

A No, just their decision

Q You know that we import tons and tons of pork from Chicago. Do you think that the conditions in this province are favorable for hog raising ?

A Sure.

Q Have you thought of a remedy whereby we can have our own meat market ? And have some for our own market ?

A The only remedy would be the putting of a higher duty on the outside product.

Mr. Middleton : That would raise the price ?

A If the farmer was sure of a steady market the outside product would not interfere with him.

Q Would you not be putting power in the hands of the men you complain of and thus shut out competition ?

A Perhaps.

Chairman : What about the farmers or the municipality building their own abattoirs ?

A Yes, but they would have to be protected against competition. If the producer was getting the value of his article and the middle-man was getting only what is fair there would not be much fault to find.

Q You cannot give us any suggestion to make the pork market steadier ?

A The only remedy would be to have a public abattoir and market.

Q Would you have that public abattoir go into competition with the others ? Supposing the city of Winnipeg went into the matter, would it help the producer at all ? Winnipeg would naturally consider the consumer ?

A Well, if one body suffers the whole body suffers.

Q Can you not take cattle to the abattoir here and pay for slaughtering now ?

A I think we can. If a farmer lived 10 miles from the city it would be some trouble to get them on the public market . It would be right for some government official to run it .

Mr. Haggart : The hog you sell at 7 1/2 cents per pound brought 4 cents a pound a short time before, you complained that the farmer got no advantage from the scarcity of the article, you must have got some advantage ?

A It is to my knowledge that on the beginning of this month of July the abattoirs sold at 50 cents more than should be. Either the consumer or the producer lost in that.

Q But you do not know how much they were selling to ^{the retailer} ~~the retailer~~ before that ?

A I did not enquire. Round the city here I would not raise a pound for less than five cents, but may be some farmers in the country can do ~~fix~~ it.

Q Can you make a living at that live weight ?

A Yes, live weight at 5 cents you can make a living, or rather you might make a living but not make money.

It being 4. 30 o'clock the commissioners adjourned the proceedings until 10 o'clock on the following morning, Wednesday, July the 31st., 1907, when the enquiry was again proceeded with.

J.B. LAUZON, M.P.P., for La Verandrye, having been duly sworn deposed as follows : --

TO MR. HAGGART : --

Q. What is your occupation, Mr. Lauzon ?

A. Butcher, doing business in the City of Winnipeg. I thought I would be brought in here. As a butcher. I have been ^{here} since 1876. I have been doing business since 1879. So I know all about it. What I came here for is to try and give you gentlemen the benefit of it.

We want to find out today where the trouble is. Now, in the first place I want to show you what profit the retail butcher makes. It was said in the house that the retail butcher was making ~~15 cents~~ \$15 a head profit and the farmer was making nothing. That was made in the house by a member of the government. He did not figure out much before he spoke and the public might think it is true. It is not right to have a charge like that against the retail men.

Beef is worth 7 1/2 cents wholesale today. Suppose I am a retail man myself. Now 500 pounds at 7 1/2 cents a pound is \$37.50. We know what they charge for that meat today. The carcass of beef costs \$37.50. There is 250 lbs retail averages at 12 1/2 cents a pound. I cannot get that myself. That is \$31.25

There is 250 pounds again, some of which sells at 8 cents a pound and some at 3 and 4 cents a pound. That is the

balance of that carcass of beef.

Take the 500 lbs. carcass at 7 1/2 cents bought.	
250 lbs at an average of 12 1/2 cents makes	\$31.25
Take the balance we average that at \$12.50	12.50
	<hr/>
That is	\$43.75

That gives you \$6.25 profit.

The chairman : Who has the hide ?

A. The whole sale man.

Q Is it possible that the butcher sells half the carcass at ~~fifty cents~~ five cents a pound ?

A They do not get it. Shanks, necks, flanks, etc., go for 5 cents a pound, 3 cents, and for nothing, for dog meat.

There seventy-six butchers here and I am president of the retail association here. The best they can get is \$43.75. By bad weighing they might lose a couple of pounds. That same man might lose a couple of dollars that way.

We talk about a combine. I can tell you something about that. There is no combine. Who is the combine ? The city council . They are the combine themselves I will explain to you how. There are four wholesale men who take over a hundred carcasses a day and I would do as they would. I was in St. Boniface. Griffin came up to St. Boniface and I was against his friend there. He said I want a permit for 25 years free from taxes to erect a most sanitary place. A hundred thousand dollars for a small, little bit of a slaughter house. They gave him a permit for 25 years without paying tax es. They close up all slaughter-houses. Now you have to come there and pay what they ask.

Suppose a farmer comes to your butcher with two steers I have no place to kill. They take it to the abattoir. They

close up my slaughter-house. The inspector sits on my doorstep all day, and I am find every week by Magistrate Daly. Yet my slaughter-house is perfectly clean ; you can sleep in it.

Yet they a pay \$1000 to watch me for I am the only retail man in the town.

Q. Chairman : Why are you fined ?

A. They want to close my private slaughter-house. Go and smell the large abattoirs and see which is the cleanest of the slaughter-houses. The city has a man who does not understand his business , but he has to earn his money, so I am fined.

I am glad the government has taken this step. This man rings my door-bell at 7 o'clock in the morning and wakes the good lady up. It is not the farmer, nor the butcher nor Gordon that has done that. It is the bylaw of the city council that has done it to freeze out all the little ones.

Chairman : Can you get us a copy of the bylaw :

A. Yes. They passed a bylaw for \$100 license to kill, but it would cost you \$10,000 or \$12,000.

Mr. Haggart : It is only a license of \$100 ?

A. Yes, but the requirements would cost thousands. They want a stone floor. How are you to kill on a stone floor? You do not see stone floor in the States. I do not know who is behind the council, but there must be something wrong. The big men get that council to pass this bylaw and no small men can kill. Suppose you have a slaughter-house yourself and you have two or three men dogging you to fine you and you are told to take your stock three or four miles away. Those do not say close up but they make you close just the same.

Let them go to the large abattoirs and see the dung, manure, tons ~~it~~ of it, offal and guts lying around. They do not say to us quit, but they make you worry and "burn in the fire."

The chairman : This inspector goes to the small houses and not to the large house ? Does not the bylaw call upon them to do it ?

A. Yes, but they never go to the big fellow. They are too big. All these combines in Canada are created the same way. The same thing obtains in lumber. The big fellow can ship cattle today from this province to Montreal and pay the same price as myself but when they get down there they get a rebate.

Q. Can you prove that ?

A. Yes, by my brother in Montreal. He ships 64,000 head of cattle on the Grand Trunk and the C.P.R. in Montreal a year. My brother gets \$10 a car commission. Why ? Because he saves \$15 a car by freight alone. There is the point. Gordon can take cattle and ship them to Montreal and it does not cost him anything to get them here, and when he gets them to Montreal he gets a rebate besides. I ship cattle to Montreal myself. I pay 2 1/2 cents a pound for cattle, 100 head, myself right here in Winnipeg. I take them to Montreal, and when the expenses are paid, freight to the C.P.R. was paid, we lost \$368.

Mr. Middleton : Were they delayed ?

A. No. They lost \$125 pounds each in weight. They cost \$4 or \$5 a piece to feed.

Q. Is not that more shrinkage than the average ?

A. No man can ship for less than that. Every bullock will lose that much.

Q. What would remedy that ?

A. You can stop rebating or buying cattle cheap. The same thing in Montreal would fix them in six months. I do not blame the wholesale men. I give them credit for it. At the same time the city council does not understand its business. The government is just beginning to think that there is something wrong somewhere. Why ? Because we have men to do it. There is the difference between the city council and the government.

In the first place, we have to have a public slaughter-house. That will cure the whole business. Get a public slaughter-house like Montreal and market days twice a week Tuesdays and Thursdays for all the farmers in the province. Carloads of sheep, cattle and hogs can come right into the public market. One man has \$100, another \$50 and another \$1000. There the man with \$50 can buy as cheap as the man with his thousands. There are seventy-six butchers standing waiting for the man with a steer to sell. Some people with prime beef and others with small beef. That man has a carload of cattle and wants a good price for his cattle, and if I do not want to buy another man will buy.

Give the retail men a chance to buy from the farmer. The abattoir would then have no chance. In Chicago they have to buy from the wholesale men. You have to buy your meat there from the wholesale man. You may say "No, I will buy from the farmer." Well, Armour will put a shop next door to you and undersell you.

Who can compete against Pat Burns ? I knew a friend named Joseph Leclerc who lost \$11,000 by that way. He came up to Leclerc and said "You buy meat from me" He said "No".

Burns said "I will put a shop next to you" and he did. That

No man can stand against Pat Burns today. He has carloads of cattle and no small man can stand against him. I have dealt with him for years. I knew him in 1877, 1878 and in 1879. He cannot write his own name like me.

The cattle business in this province is more important than the grain business. There is more money, in stock, horses and cattle than there is in the grain business. But if you let it go a little further it will be in three or four men's hands and you are gone, and the people will quit raising stock.

We must have a public market in this city. You might say you can buy cattle and go to Gordon, Ironside & Fares and they will kill it. How? They ~~throw~~^{throw} them over into a corner. They might not want to kill them. I know. They killed for me. They refuse sometimes, and say "We have no time." You cannot force them to do it. They are not obliged to kill for you.

At the same time does what it likes with the small men. Give people a chance to kill their own cattle.

Put up a public slaughter-house and public market for everybody. Let them buy one animal, or a carload ~~an~~ or carloads of them. In Montreal the retail man sits on the fence and buys when he wants an animal. He will come down the next morning and want a couple of carcasses of beef. He will go down to the market and buy a couple of cattle. They will remove them to abattoir for 5 cents apiece. You put your mark on each. There is a man right there to receive that stock. He tells his man to kill that stock and put the mark on it. It is weighed and so is the hide. They charge 50 cents for killing cattle, 20 cents a hog and 20 cents a sheep.

They take them down to the shop and they get a cheque for it. They get hide, tallow, tongue, beef head, liver,

You do not have to keep a stable there to look after your beef. In this town you have to keep an expensive big team and man to look after them and there is the expense of your own little slaughter-house.

Put up a public slaughter-house and let the abattoirs and other big men come up and fight with the small men.

In the C.P.R. Stock yards you cannot buy there. They have a man sleeping there and he snaps everything up.

They charge 18 cents a pound for sirloin steak. They charge 12 1/2 cents a pound for round steak and lots of them charge 15 cents and 18 cents a pound for the best cuts. They charge 8 cents a pound for brisket.

10 cents a pound for shoulder roasts.

10 cents a pound for chop roasts

15 cents a pound for rib roasts and rolled roasts.

My prices are :

10 cents a pound for round steak

15 cents a pound for sirloin and porter house steak.

10 cents for rolled roasts, no bones.

6 cents a pound for a brisket of beef

4 1/2 cents a pound for boiling beef contract.

That makes a big difference But I make as much money as the retail man because I kill my own beef.

Mutton is worth 14 and 14 1/2 cents a pound wholesale I am selling mutton and lamb at 12 and 12 1/2 cents a pound.

Wholesale hogs sell at 11 and 11 1/2 cents a pound.

And I sell at 10 1/2 cents a pound.

I do not blame anybody for getting 12 1/2 cents, 15 cents or 20 cents a pound. But these bylaws do not give everybody fair play. They only give the right to three or

four to kill. I am going to quit. They will close me up.

I am ^{paying} 25 cents a 100 lbs ^{more than they} right along for hogs. That is more than the abattoir men I am paying more than they are.

Mr. Haggart :

Q. Under the existing conditions as described by you it has put it into the hands of the wholesale men to dictate to the retail men ?

A They should build public slaughter-houses where the small man can buy and kill.

Mr Middleton : Who would control the public slaughter-house ?

A The city could look after that. Let the butchers buy their stuff there. Let the wholesale men go there. They would be welcome. The small man is frozen out by the city council.

It costs just as much to keep a small slaughter-house as it does to keep a large slaughter-house. They can kill a hundred head a day in the City of Montreal. My brother's slaughter-house is within 10 feet of his residence and he can kill a hundred a day in it. I call Montreal one of the best cities in Canada for business. There the smallman can do business the same as the big man.

Mr. Haggart : Where is the public market in Montreal ?

A. There are three public markets there. In the stock yards there are 2000 head of cattle. They are not sold there.

They are moved into the Ontario, Hochelaga and Bonaventure markets. Then all the small retail men are there to buy those cattle.

Q. You cannot handle cattle bred on the prairie in the same way

A No, that is only an idea. There is plenty of room round Winnipeg. People round Winnipeg have plenty of cattle. We have to begin to look around this city. You are looking off in the west. Farmers here have a thousand head of cattle.

I can buy 500 head of cattle from one farmer right here. I can bring them in here. In the west they have thousands of grass steers, but they are not the class of cattle we have here. From Stonewall, High Bluff, etc., you can ship in by the car load. I have bought hundreds of cattle out in Stonewall. He drives them in on horseback.

Mr. Haggart : Explain to the commissioners how it is that the small man does not get even a chance in the stock yards. One man has three head to sell. One man wants to buy only three. There are fifty men like that. You go to the stock yards and you have to buy a carload. But you cannot do it. These cattle dealers come in with a carload. He does not want to sell three cattle off his car. The wholesaler is cute enough to see that I want to sell the whole car load. I do not want anybody to take the pick of them.

Q This public market is the remedy ?

A Yes. It is not the wholesale man's fault. They buck one another.

Q It is because the conditions give them an opportunity to charge more than they ought to charge ?

A Take Kobold when he was retailing and old man Gallagher. They were making money then until they found out that they had to buy their beef dressed and then they quit the retail business.

There are seventy-six retail men in this town and I do not think that there are five of them worth a \$1000 who are making money. I know the retail business. I do not make my money on meat. If I had to make my money by buying meat I would have to go out of business.

The public market will give the small man the same chance as the big man.

Chairman : If anybody requires protection it is the small man ?

A Yes. But the city council does not seem to understand it. Even the mayor does not seem to understand it. He is too much interested in his own hardware store. I think he is too busy in his own affairs. If you talk to him about a thing like that he does not seem to understand it. The city controllers do not seem to know anything about it. They the men who make the combine

Q Do you suggest that the city council, the municipality of the government should build the public abattoir ?

A I suggest that the municipality and the government get together and discuss the plans for a public abattoir. I suggest this : Let us meet the city council and tell it what we want. That is the only way to do it.

Mr. Haggart : You have the same rights as Mr Gordon, so why do they punish you and not others ?

A I do not like to say why. I think a great deal about it. But I do not want to say any more. I have been a councillor myself for years. But I do not know why they do not let the other butchers keep their own slaughter-houses.

Q You are not allowed to ? Do they persecute you ?

A They prosecute me for breaches of the sanitary laws. They say so. They make you suffer.

Q How about the Courts ?

A The judge always takes the other part. One day my man took a load to the nuisance ground and it got stuck. And he had to unload and take it away. I was summoned the next morning, and I took my man with me and I went up to his own face with my fax man. Health Inspector Hague told the magistrate and he got me

\$5 and costs. I told the magistrate that I wanted to say something about this. He says "Five dollars and costs, total Seven dollars, thirty-fivecents" That's all about it. I told him that anybody could sit down and judge like that. He sticks with the other fellows. He says : "Five dollars and costs and go."

Q Why did you not appeal ?

A That's all right.

Q We have courts to correct erroneous judgments; that is the only way open ?

A. Yes ? A fellow brought a hog that was bruised to us and the inspector was right in my shop. The man got vexed because I was not going to buy his horse. I killed the hog and the inspector ordered me to take it back because I would pay more for his horse. He wanted \$25 more. I say this for the benefit of the Free Press.

Mr. Campbell : We would rather leave out references to the newspapers?

A. Why does not this Free Press publish this stuff about me over a signature ? The telegram does not do this sort of thing.

The chairman : As you are familiar with exporting cattle do you know anything of big shippers corraling or byying up shop space for the season ?

A They buy all the space in the boat so that when the small man comes there is no room. I know a friend of mine ^{named Moody} who had a lot of cattle and he could ^{not} get space on a ship. He lost \$3000 because he could not ship his cattle to England. He had to keep them three months.

The chairman : If you bought a carload of cattle out west and shipped to the east would you get a rebate ?

A. No man can get a rebate except the big dealer. I know they get a rebate. They can take cattle from this town and sell cattle at the same price as me. They would make money and I would lose on it. All have quit because they cannot compete with these men.

Q. Will you give me the name of your brother in Montreal, and the municipal bylaws you speak of in Winnipeg and St. Boniface?

A. Yes.

Q. Suppose you bought or built a slaughter-house outside the town limits?

A. You can do nothing outside the city limits. Anybody there can complain of a nuisance. And you have to have water-works and sewers to kill.

Q. How is this Montreal abattoir controlled and owned?

A. City. I am a butcher not a retail man. They do not figure on making money; just want their interest. There is a stable in it 200 feet long. It will hold 300 or 400 head of cattle. You leave your cattle there at a stated rate., and no more.

A. Man looks after the stable. Another man looks after the killing. Anybody has a right to buy a bullock. A man looks after that business. They a little money per head. A man has charge of the slaughter-house and oversees it. I have never seen anything better in my life.

Q. They have a pervision for unsanitary meat going on the market?

A. Certainly. they look into that.

Q. Did you ever have any experience in shipping cattle to Montreal?

A. Yes, lots of times.

Q. Have you had any experience that has led you to think that you did not have the same privileges as the big dealer?

A I ship cattle to Montreal . They make lots of money . My friends make lots of money . I am not in the ring and I get no rebate . I do not think they would delay shipments, however, I was going to buy two carloads of cattle . And a man said to me, go slow, I won't have to pay freight if the big man buys them' I did not do so . There are lots of times when it is done that way . When they take the cattle from the west it is done that way .

Q Is there any discrimination between abattoir cattle and others?

A When they are dressed they can buy at the same price . The butcher will buy it from me at the same price . The abattoirs do not care to ^{buy} dressed meat . They want to kill their own .

Q What is the effect on meat if the cattle when being handled is excited?

A Take pork like that . Sometimes two or three hours after the meat is turned and is not good . a hog will turn green two or three minutes afterwards . you must not have them frightened or disturbed . In Chicago there is a law against it and compelling them to keep them . In some other places, say Craiton, N.D., or Boston, Mass., they are ~~bled~~ bled quietly by some tool . The meat is white and fine . Take cattle knocked down . It is dangerous .

Mr. Middleton ; how are you going to prevent a big shrinkage?

A You can hardly do it between here and Montreal . Take them off your farm and they look fine . Take them off the cars here and you would not know them .

Q They say that on the other side of the line that their cattle looks fine?

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A Yes. They feed and water them on the car, and have a man with them. Here they dump their stock in a car and let them go. I saw yesterday a car load of horses that had been on the car for twenty-four hours. If you took those horses out of the car they would drop. They were so weak. You drive cattle down to the stock yards and wait for a stock car sitting on the fence. You wait for three days. They get nothing there to feed. Those cattle are wild and starved. They are put eventually in a car and stay there for time time in 24 hours.

Mr. Haggart : You said that mutton sold by the wholesalers at 14 to 14 1/2 cents a pound to the retailers and you stated that you yourself sell to the public mutton at 12 1/2 cents, where do you get that ?

A Right from Quebec. We have all the summer.

Q So you claim that you can undersell them at 1 1/2 to 2 cents a pound ?

A Yes

Herman Kobold : Mr. Lauzon imports mutton from Quebec in the winter season, frozen. He wishes to give this commission the impression that the wholesale man is robbing the general public. He is putting up frozen mutton.

Mr. Haggart : Is your mutton frozen ?

A Yes

A. Yes. My mutton is worth 2 cents a pound more than their mutton.

Mr. Kobold : All I wish to bring out is that his is frozen mutton and the wholesalers' is fresh.

Mr. Haggart : When you buy by weight what do you pay ?

A I bought three heifers last Thursday for \$25 apiece. I paid \$13 a piece for calves. I think the best plan is to go round and see the price at my place.

Q Have you any more to say ?

A Well, they can get all the news

Q You bought these cattle in the stock yards ?

A Some of them. I have paid 4 and 5 cents a pound

Q I understand that you have difficulty in buying from the stock yards ?

A Yes, but I can get a car load sometimes. I generally get what they do not want. I have to stay there all the time. They have their 'phone there and can see a car load of cattle coming in.

Q Do you mean that the controlling elements of the stock yards are running them in the interests of the wholesalers ?

A Yes. Suppose you have a car load of cattle coming in. The wholesalers will be there.

Q The wholesalers do not control the stock yards ?

A No, but there is nobody else there to buy.

Q The stock yards belong to the C.P.R. ? A Yes

Q And the exporter and importer is privileged to use them ?

A Yes

Q That importer or exporter is a man you can deal with ?

A Yes

Q And he can sell to you or any other person at a less price ?

A You have got to have the same place to keep and kill cattle. You have no place like them now. No use for the by-products.

Q Is there no material, blood, etc., that can be made use of ?

A Yes. That is where you can all these things in good shape in the public abattoir. You would get the full benefit of your cattle. In Montreal they do not waste the blood or the manure.

The chairman : Does the C.P.R. own and control the stock yards or do they farm them out to anybody ? A. No.

Q Have Gordon, Ironside & Fares any stock yards of their own?

A. Well, they can get all the room for stock that they want.

RICHARD BUCK, having been duly sworn deposed as follows : TO MR. HAGGART : --

Q You are a farmer, cattle raiser and cattle dealer ?

A Yes

Q You farm as well as buy and sell cattle ? A Yes

Q And you live in Rockwood, and you have lived there for how many years ?

A For 25 years.

Q In the cattle trade, that is, raising cattle and dealing in them to, a considerable extent ? A Yes

Q You gradually slipped into the trade as it were ?

A Yes

Q Do you raise cattle ? A Some

Q And you buy from the farmers ? A Yes

Q And you sell to the trade ? A Yes

Q And you feed cattle ? A Yes

Q You stallfeed them ? A Yes

Q Raising the food on your own farm with which you feed them ?

A. Yes.

Q And for some years you have been in that business ?

A Yes.

Q About what proportion do you raise and what proportion do you buy to the cattle you intend to raise ?

A Twenty-five for one I would buy.

Q Is there any reason for your buying rather than raising ?

A In my my case I am stallfeeding, say a hundred, you cannot begin to raise them. I find it better to buy young cattle and stallfeed them and finish them.

Q You buy any kind of cattle so long as they are healthy ?

A Yes, they are stockers.

Q Now you are a lawyer, and you are a member of the bar?

A Yes.

Q You were born in the city of New York?

A Yes, I was born in New York.

Q How long have you been in New York?

A About 10 years.

Q In the office of the District Attorney, what is your position?

A I am a member of the staff.

Q You are a member of the staff of the District Attorney?

A Yes.

Q How long have you been in the staff?

A About 10 years.

Q And you are a member of the staff of the District Attorney?

A Yes.

Q And you are a member of the staff of the District Attorney?

A Yes.

Q And you are a member of the staff of the District Attorney?

A Yes.

Q And you are a member of the staff of the District Attorney?

A Yes.

Q And you are a member of the staff of the District Attorney?

A Yes.

Q And you are a member of the staff of the District Attorney?

A Yes.

Q And you are a member of the staff of the District Attorney?

A Yes.

Q About how many cattle did you ship last year?

A Since the first of January, nine car loads. Last year 15 car loads. I ship about 15 car loads.

Q You buy from the farmers in what locality?

A Rockwood district and Sheal Lake District

Q Do you buy by the beast or by the pound?

A Both, That is unfinished cattle, By the beast I never buy by the pound. I buy by the pound such as is fattened.

Q You do not always buy by the pound? A No

Q You prefer to buy on foot by the piece?

A No; sometimes you can buy cheaper by the pound.

Q You can tell within 20 pounds of the weight of an animal pretty near? A Yes

Q You buy as cheap as you can and sell as cheap as you can?

A Yes

Q Are you tied to any institutions in Winnipeg?

A No, I am free of them all

Q Describe the modus operandi of your business?

A If I have a couple of car loads I very often go into Winnipeg and describe what I have got and they tell me what they will give me before my cattle has left

Q They accept your description of the cattle? A Yes

Q You describe them so that a man knows what he is buying?

A Yes

Q Some prime steers and some dairy cows?

A Yes, Old cows, light steers, well finished steers, and the same with the cows.

Q You told them you had a car load? A Yes

Q To whom do you sell?

A J.B. Lauzon, Gallagher, Holman, Lafrance, Company, Gordon, Ironside & Fares and Griffin.

Q I suppose you go from one to the other to get the best price

A Yes

Q Was there any arrangement between these wholesalers by which they offer the same prices per pound ?

A No, I have found the prices vary.

Q What would govern the price ?

A The demand and supply governs it. Last year when all the trade was broken up with the snow blockades Stonewall was the only place where cattle could be got from and I got my own price almost.

Q Have you ever found any indications of a combine of any kind in this meat trade ?

A No

Q You are dealing with all the wholesalers ?

A With all of them.

Q When you are selling a car load you are certain that each abattoir does not offer one and the same price ?

A Not always. They do sometimes. They have a fixed price for a certain class of goods

Q Your consignment consists of one car load ?

A Sometimes two or three.

Q You have heard of the troubles of the small butcher in the stock yards as described by Mr Lauzon ? That they cannot buy there ?

A That is right. I would not care about selling to small dealers. I would not get the same price for the balance. I prefer to sell a car load. When one man buys he expects to take it all or none. He would probably bid me away down to the bottom.

Q The man who would want two or three would want the best of them ?

A That is just the case., generally so.

Q The quality of the animals in that car might vary ?

A They certainly do. Some would be fit for export and some would not. Perhaps there was an old bull.

Q What price have you got this year on the average ?

A I think I sold from \$3.90 to \$5.45.

Q And as to the price in 1906 ?

A Four and three-quarters was the best I got.

Q And what was the lowest ?

A Down as low as two and a half--grass fed beef..

Q You sell grass fed and and stallfed ? ? A Yes

Q Stallfed brings more ?

A Always.

Q How much difference ?

A I got \$2.90 for them before they went into the stable and I could get as much as \$5.45 for them when fit.

Q What was the difference in the stallfed and that taken off the grass--would you get any difference ?

A You get more for the stallfed animal every time. Nearly a cent anyway.

Q The only buyers in Winnipeg are those you have mentioned ?

A No, there are others. They are Jews. There is David Fimm. There is the Western Packing company

Q Have the Jews abattoirs ?

A No, they get them killed at the abattoirs. They buy by the car load from me and take it to the abattoir to be killed and sell it to their own trade. Jews will not eat meat unless it has been killed by themselves

Q Have these wholesale men any advantage in purchasing over the retailer or other men like Fimm and these others ?

A Not unless he be a small dealer who cannot often handle a car load. If he cannot handle a car load he could not do business.

Q Can you offer any suggestions to the commissioners ; as a practical man can you give them any ?

A I think Mr Lauzon's idea is a very good one, that of public slaughter-houses. I have thought that out.

Q Should it be run by the government or the municipality ?

A I think the city should run it, myself.

Q Any other observations ?

A No. I cannot say that I have. Generally speaking I have felt that I have always been fairly well treated except when a lot of cattle is in ; then you cannot complain when a lot of cattle is in.

Q The complaint is that the farmer is not getting a square deal ?

A I do not know.

Chairman : As a result of your experience do you think that the conditions today in the district in which you live is such that they do not encourage the raising of cattle ?

A I cannot say altogether that it does. Take for instance, there are a lot of people who do not make out of their cattle what they should. On the other hand, there are men out there who are making good and are staying with the business. They are the men who understand how to feed.

Q Do you think that some are discouraged by the state of the trade ?

A Yes

Q Do you think that a public abattoir would restore confidence ?

A I believe it would help to an extent it would create more competition.

Q You are the only buyer and get cattle at your own price ?

A No, there are lots of buyers from the city. Waltons are out there.

Mr. Haggart :

68

Q You never arrange with any other buyers to keep out of that district ?

A No

Q You do not know of any such arrangement ?

A No. It is hard to keep track of the buyers. They come out from the city and take up a car load and go in.

Q Might there not be some arrangement between the buyers in the north country that the producers would ~~not~~ ~~and~~ ~~should~~ ~~not~~ know and not you ?

A I am satisfied that there is none out there at all. I should know of it if there was. I have the quality of cattle and always get the price.

Q You can always have for the market what the market wants ?

A You do not get cattle as good off the grass.

Chairman : What would the result be if all the farmers went into business the same as you ?

A If more went into it the same as me it would do away with the depression of prices. There is a whole lot of cattle dumped on the market not fit for export. If you have cattle fit for export you are independent of the local market.

Mr. Haggart : It is unfair cattle that keeps down the price ?

A Yes.

Chairman : You have no individual grievance yourself ?

A No.

Mr. Middleton : Have you ever shipped any cattle to Montreal ?

A No.

Mr. Haggart : Can you give us the name of any person whose evidence would be valuable to the commissioners ?

A Walton.

It being noon the Commissioners adjourned until 2 o'clock the same afternoon when the proceedings were resumed.

GEORGE LAWRENCE, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q You were a farmer until six or seven years ago in Manitoba ?

A Yes, though on the other side of the line. I never farmed in Manitoba. I was here in 1883. I farmed in the Dakotas and I came back here. I am in the retail. Mr Lauzon has explained the state of the trade as well as anybody I have heard yet. His proposition is all right.

TO THE CHAIRMAN :

Q. How long have you been in this part of the world ?

A Since 1883

Q You heard all of Mr Lauzon's evidence ? A Yes

Q According to your experience do you corroborate all that he says ? A Yes

Q Do you consider the remedy that he proposes the best ?

A The best yet. It is a good square deal all right. We have the same in the old country where I come from.

Q The only grievance you have is the price the retailer charges for meat ?

A For poor people it is hard on them.

Q The public abattoir would improve conditions ?

A. It would, yes, of course.

Q Is there anything that you could add to Mr. Lauzon's testimony ?

A No, not an item.

Q You cannot improve on his remedy ?

A No.

Q It is the simplest ?

A. Yes. A man gets 2 1/2 cents a pound, but he may be liable to get 5 cents a pound.

Q You have no evidence to give on your own account ?

A I will second Mr. Lauzon's motion any time.

Mr. Middleton : Have you had any experience in shipping cattle?

A No.

JOHN W. PARKER, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q You are a farmer and you have lived and farmed at La salle for about thirty years ?

A For thirty-five years

Q And your business is grain growing and stock ?

A Particularly stock

Q Have you been in this stock raising business all the time you have been farming ?

A Yes, all the time, and I used to buy beef for concerns.

Q You are grazing stock on your farm for sale to butchers and stock farms ?

A Yes

A. Yes. I used to carry 120 head. Now it is about eighty or ninety.

Q That is from year to year ?

A Yes

Q You sell a certain number of these every year ?

A Yes, when I can.

Q Do you sell them for beef cattle ?

A Yes, perhaps an eighth go for fat cattle each year.

Q That is, you would have ready, 10, or 12, or 15 cattle every year ?

A From ten to twenty each year.

Q I do not want to cross-examine you but you have seen the extracts from the order-in-council appointing this commission and you know the extent and scope of this investigation ?

A Yes

Q Give us fully but briefly your views of the trade from your standpoint as a producer ?

A My views for 34 years ? In the old times we considered the butchers had a combination. I will give you an instance. Of course, all knew each other in those times. I had a great deal to do with butchering cattle. There used to be an arrangement amongst the local butchers. They had a certain price and no others would ever enter into competition. Even if you brought a load or two or three loads to the market they would agree not to under-bid or over-bid each other. I paid a fair price. They found out and said I would suffer for it.

Q Combines are not of recent growth ?

A No. They are offering 2 3/4 cents and 3 cents for beef. And there is no man that will raise animals for that. To raise beef at that price is suicidal. Today there are large farmers who used to keep a large stock in that country, now they have not even a cow. There is ten times the population and not one-tenth the stuff here that there was 25 years ago.

Q You state that as a fact that the farmers are going out of the business ?

A Yes

Q Give the the names of some of those farmers in your municipality of Macdonald ?

A I do not think that there is a single stock farmer in the whole of that district now. I am in it still unfortunately. No buyers come my way. Last year I had 15 or 18 head of cattle fat. I could get no buyers to come out for a month.

Q Were they grass fed or stalled ?

A Grass. At last I got one buyer to come out, and he practically made an offer, a very small offer. Then I applied to some of the contractors round there and I said to them : "I will finish you beef, first class quality at a half or one cent a pound less than the buyers", and they accepted my offer and I got 50 per cent more than I would have got had I sold them to a regular buyer.

Q That is an exceptional market ?

A Yes

Q It was fortunate in your case ?

A Yes. I got practically 50 per cent more than they would pay me. I think the whole beef trade is controlled by Gordon, Ironside & Fares.

Q You have no positive evidence of it ?

A No ; pretty hard to get that. In this case Gordon, Ironside & Fares sent out their buyer about three years ago. At last I came to an agreement with him and we shipped a car load on a certain agreement I think it was 3 cents a pound, and I did not like it at that. The agreement was that these cattle were to be weighed the night they reached Winnipeg. We had to drive them 8 or 10 miles to be shipped that evening. They then would have shrunk for 24 hours after weighing that evening. They held them 16 or 17 more hours, and they weighed what was left of them. They were 40 hours without food or water. They were living, that is all. The bones were there. That is the first and last deal I had with Gordon & Ironside. They were shrinking for 40 hours without food or water.

Q You have told us of the disposition of the meat last year what do you say as to the disposal of meat the year before, 1905 ?

A I sold in that year what I would not give to the buyers. I carried over all the others. I might have sold to my neighbours ~~Each man had a dozen prizes~~. I wanted a decent price, say 6 cents a pound. I would not take any 3 or 4 cents. I used to buy cattle for lumber concerns in the east and I used to dress cattle and I know what percentage it makes.

Q You are satisfied, although you have no evidence of it, that the trouble lies with the abattoirs, with Gordon, Ironside & Fares ? Do you leave out Gallagher, Holman, Lafrance Company, Griffin and Kobold ?

A I do not leave out any. I think there ~~be~~ one who is in the combination but I will not mention him.

Q You think that is where the trouble is, not among the farmers or retailers ?

A No, the retailer would be fair if allowed to be so.

Q Thinking over the matter as you naturally would, what recommendation would you make ?

A If you get proof of a combination and you get these men, two years with hard labour ; they are ruining the cattle trade.

Q In the event of there not being sufficient evidence to punish them, what would you recommend ?

A I think a public abattoir would break the power of a combination

Q And you do not know whether it should be established by the government or by the city ?

A I believe the city of Winnipeg.

Q You do not know what would be necessary in the establishment of a public abattoir ?

A No, I think it should be a place where a man could get a fair market price. Nothing else but a public abattoir and butchers' market will suit the people. We know we are not getting fair pay.

Q You feel so ?

A We know. There is no feeling about it. I take three or four men and I always drive the cattle. I always make my bargain before I drive the cattle in

Q What do you say as to competition ?

A In these now there is no competition. I always keep a lot of hogs. from eighty to a hundred. I sold mine to a butcher in town some time ago, about three weeks ago, at 10 cents a pound, dressed weight. I met a man the day before yesterday. Mine dressed 180 ; his dressed 150. He says "I know what they are worth dressed, say 16 or 11 cents. Guess what I got for them. I had to take 6 1/2 cents.". There is no competition. That price 6 1/2 cents on foot was hardly equal to 8 cents dressed.

Q Do you mean to say that 6 1/2 cents a pound on foot is equal to 8 cents a pound dressed ?

A Yes, a difference of 1 1/2 cents. A wellbred hog will dress from 70 to 80 pounds. I have weighed hogs for 30 or 40 years.

Q The market as to hogs is the same as the market for sheep and beef ?

A Yes.

Q Though there are not many sheep raised ?

A There are none.

Q There is not much grass fed cattle on the market this year ?

A No. In one case, a Swede, Burns' buyer was higher, but I never got more for stallfed animals than for grass fed.

Q Is there any other matter you wish to mention from a producers' standpoint ?

A Last year land cost \$25 an acre, and we got only half price for cattle. We used to get twice as much for cattle. I have never bred anything except from the best pedigreed bulls.

The last cattle I sold was to an independent buyer. He said : "I will give you \$10 a head more for them. He sold them to Gordon & Ironside. He paid me 4 cents a pound. That was five or six years ago. He was buying them for shipment. He did not make much money on that. He took the cattle on an average. He told me afterwards that he did not get as much from Gordon & Ironside as he paid me. He paid me 4 cents and I will only get 2 cents now.

Chairman E Under the conditions today the expense of raising them is far more ?

A Yes. Land is worth a tremendous deal more. Men are paid three times as much for wages. Hay is dear.

Mr. Middleton : Is it on account of the high wages etc ?

A On account of high wages and low prices.

Q Are not the prices high ?

A Two and 2 $\frac{3}{4}$, I saw in the paper. The papers also quote 3 $\frac{3}{4}$. But if you come in here you are offered 2 and 2 $\frac{1}{4}$.

If they are only paying 2 cents there is not much left.

Q What is the lowest paying price that cattle can be produced at ?

A Three and three and a half.

Q If they pay 3 $\frac{1}{2}$ you ought to get dressed beef at 6 cents?

A About that.

Q And that would leave sufficient profit for the butcher and retailer ?

A The cost to the butcher would not be more than 6 or 6 $\frac{1}{2}$. The real cost of a dressed carcass will come to 6 or 6 $\frac{1}{2}$. A wellbred steer will dress to 55 per cent of dressed meat. It depends on the breed of the cattle.

Chairman : The evidence we have so far gives it from 50 to 60 per cent ?

A That is right. A poorly bred animal will not go so far.

Q It would be good business to increase the grade of stock ?

A Yes, but we do a great deal of dairying. The beef on the loins and the higher priced pieces of beef of a wellbred short-horn has a larger average than any other beef, except perhaps the polled Angus.

Q At what price per pound would you expect to sell pork for ?

A To induce farmers to go into pork raising, live weight from 6 to 7 1/2. Pat Burns before he went west and became a millionaire started business in St. Boniface with frozen wheat. He said "what have you got for your pork ?" I said "Eight cents dressed. I pay 35 cents for frozen wheat". He said : "I pay 20 cents for frozen wheat." We are feeding barley at 50 cents and I say that there is nothing in it.. Now, 10 cents a pound for ~~raising~~^{dressed} pork will not pay a farmer for raising pork. Some year ago when I had a good deal of hogs to sell in the spring I came into town to sell them, and I was offered a certain price. I happened to know of two car loads from the west shipped through to Toronto. They were stopped here in Winnipeg and the owners were paid two cents a pound more than was paid on the local market.

Chairman : How do you account for that ?

A The butchers admitted that they needed these hogs. They said : We had to have these hogs and had to pay the price.

Mr. Haggart : Did you ever try to sell your cattle to retailers here ?

A Yes, many times, many years ago. Lately I have not. They will not send buyers ; only an odd Jew comes round.

Q The retailer, say a man like Charrest, can buy from the Jews, and they can have them killed at a certain rate ?

A I tried that the last two or three years. There are difficulties in the way. I sold to a butcher in town here. He offered me a fair price but I cannot get them in here to the market.

Q The retail butcher may be tied to the abattoir so that they cannot deal with the farmers ?

A Yes, we know it, but we know many things that we cannot prove

Q If you kill two or three animals and bring them to town and offer the carcasses for sale to these retail butchers would you likely run across a fair market ?

A No, unless we take half what it is worth they will not buy it from us.

Q You are suspicious that there is a combination among the retailers ?

A No, but they dare not pay more than the price the abattoir states. I cannot prove it, but we all know it. We have discussed it with neighbours

Q Farmers' beef not killed in a proper killing house would not be as attractive as abattoir beef where they have all the facilities ?

A No, some grass fed beef is inferior. I am always particular myself

Q There is not a farmer here who will admit that they cannot kill as well as the abattoir men. Do you think there would be the difference of a cent between farmers' killed beef and abattoir killed beef ?

A Yes, or perhaps half a cent. I know butchers here are selling old brood sows which are dressed and sold to customers as first class young pork. I am speaking from personal knowledge. They were pretty hard looking sows. That is lately.

A lot of the meat should be fed to the dogs and pigs--sows that we^{re} still in young only fit for carrion. He took and weighed them on his own scales and I saw such sold as first class pork.

Q Is there anything more ?

A Well, you ought to get hard labour for some of these men. You ought to have established a public abattoir and market, properly controlled and inspected, so that the people cannot buy diseased beef. It would be very much to the benefit of every stock man in the country

Q Your idea is to prosecute as well as to remedy ?

A Yes, prosecute

Q Have cattle slaughtered in the public abattoir ?

A Yes, and inspected, and if old cattle were sent, they could be sold for what they were worth. I would like to have them prosecuted. I would like them to get 2 years hard labour. Although I would not like to see Jim Gordon for more than eight hours a day on the treadmill.

The Chairman : Who would advise should finance this public abattoir ?

A. It would not be me. Either the government or the city. It would be a great benefit to the city. It would be of more benefit to the city than the public wood yard they are talking about. Beef is the main industry.

Now I MATTHEW HOUGHTON, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q. Where do you reside and what is your occupation ?

A. At Oak Bluff in the Municipality of Macdonald. I have there two years. I have been in Manitoba eighteen year stock

raising particularly. I am stock raising now. My herd is thirty head now. It is particularly for dairying purposes

Q You have animals for sale ?

A Yes

Q How do you dispose of them ?

A I bring them in and sell them to the abattoirs or butchers. I know there is no market here. The farmers have to come in and sell for what they are offering for them. All farmers' produce, down to hay & everything that grows on a farm.

Q Your cattle would be cows ?

A No, I never offer them for beef. I sell them for dairying purposes. I generally sell some fat bulls. I never let the cows get to that stage.

Q For a bull you have to get whatever price you can ?

A Yes, I understand that. That is the reason I will not go in for beef.

Q The conditions now are practically the same as they were years ago ?

A Yes, as far as I can see.

Q Can you suggest anything to the commission ?

A I would for one thing. There should be a market established in Winnipeg for all farmers' produce. A farmer comes into Winnipeg and he simply has nothing to say about the price. He goes to one man with hogs. He will offer you a price and you can travel over the whole of the city of Winnipeg and never get any more. I used to raise sheep in the west years ago, but when I moved into the Winnipeg district I was too close to raise sheep here. I offered them for sale. I told two or three butchers that I was going to sell my lambs. One came down and offered me a certain price. That is about seven years ago. I waited two or three weeks to see if any others would come. They did not. They told me that so-and-so had been to

see them and that they were not going down. It looked as if they had agreed on the price. I had twenty lambs. I was six miles from the city.

The Chairman : --

Q Just one man went out and so realized that some one would have to pay for that trip , to look at it from the viewpoint of a ~~farmer~~ buyer ? Say six men drove out and no deal was made, would you be in favor of that condition continuing or would you be in favor of a market here with a municipal ~~and~~ provincial abattoir ?

A For the benefit of the country it should be a public market and abattoir as well---a place where a farmer can bring in a fat cow or a milch cow and everybody who wanted to buy could bid. How did these butchers know about my lambs. One came down and looked at the animals and the others never came. There must have been a ring.

Q The disposition of our age is to eliminate the waste of competition ?

A It looked funny to me.

Q We have got to regulate that. Your opinion is that a public market and abattoir would be a regulator ? A Yes

Q There is no way that you could compel them to go out and look at your lambs ?

A No, but it shows to me that there is something wrong.

They must have known that one man came out and that I must take his price or leave it and keep the lambs.

Q Have you any other individual grievance ?

A A market in Winnipeg. The farmer has nothing to say about what he sells or buys. He has nothing to say about the price.

I think if a regular day were appointed when the buyer and seller could meet all would get a better chance.

Mr. Middleton : Would the farmer take advantage of this public market to feed more stock ?

A I think they would . I think the farmer is that class of man that if you got a remedy he would take advantage of it. At present the farmer in Winnipeg cannot make money from less than 8 to 10 cents live weight. Nothing surprised me so much as when we have to pay so much for a roast or a steak. I pay 12 1/2 cents a pound if I want a piece of beef.

CHARLES L. CHARREST, having been duly sworn deposed as follows : --

TO MR. HAGGART :

Q. You are a member of the firm of Charrest & Bartram, doing business as retail butchers on Main street in the city of Winnipeg ?

A Yes.

Q How long has your firm been doing business ?

A For nine years

Q Your shop is one of the largest retail shops in Winnipeg ?

A I believe it is

Q You cater to the best trade in Winnipeg? A Yes

Q That is, people who are likely to buy the best meat ?

A Yes

Q And in round numbers what is about your turn-over for the year---give us an idea ?

A I think last year it was \$80,000 or \$90,000 for the Main street place. I have also two branches---Portage avenue and Norwood. These figures are simply for the one on Main street. The other places are established out there to save long drives.

Q From whom do you get the most of your meats ?

A From butchers, principally from Gordon & Ironside

Q Do you buy from any other sources ? A Yes

Q What other sources ?

A Any one who offer-s us the quality of meat we want

Q You are not obliged to buy from Gordon & Ironside ?

A No

Q You are practically independent of them ? A Yes

Q You buy from them in the interests of your business ?

A Yes, and we can get anything we want from them . Anything we buy from the outside is simply a pickup.

Q This large abattoir has on hand always what you require ?

A Yes

Q If you are dependent on farmers or these butchers who have no abattoirs, such as Finn, who kill in the abattoir and sell the meat you could not rely on them at all times ?

A No

Q It would not suit your business ?

A It would not

Q It has been freely charged here that there exists some combination by which prices are fixed, what do you say as to that?

A I do not think that there is. I have no knowledge of it.

It may be that sometimes----

Q Are you speaking of your own knowledge ?

A It is my own knowledge in a way. Sometimes I get it through a traveller. He might offer me meat at a certain price and I might say that I will get it at a little less. And they say the others are selling at the same price. There must have been a little collusion. Though I do not think that is done generally.

Q Do you buy from the other abattoir men ?

A Yes, J.Y.Griffin, the Western Packing company

Q Is there any understanding, arrangement or agreement between you or any one of these parties you have mentioned that you shall sell at a certain price any commodity ?

A No

Q Gordon & Ironside in selling to you do not fix the price at which you are to retail ?

A No

Q Nor Griffin & Company ?

A No

Q Nor the Western Packing company ?

A No. They never attempted to dictate to us at any rate

Q You are ~~perfect~~ perfectly free to charge such prices as you like ?

A Yes

Q Is there any arrangement, agreement or understanding between you or your firm and the other retailers as to the fixing or establishing of prices by you all ?

A No

Q I refer to all kinds of meat ?

A I understand

Q Neither verbal nor written ?

A No

Q You are an officer of the Retail Butchers Association ?

A Yes

Q You are the president of that association ?

A No, past president

Q Who is president now ?

A W.J.Macpherson. I went out of office in February last and he was elected in my place.

Q Is that institution a corporation or just an association of individuals ?

A It is incorporated in this way. I believe that the Retail Merchants Association is incorporated and we are a section of it. We are a section of the Retail Merchants Association. I am

treasurer of the retail butchers' section.

Q And the books and minutes of that retail butchers' section are available for our inspection ?

A I think they would be. They are in the hands of the general secretary, W.A.Coulson. He is away. He has just left a stenographer in his office.

Q Can you produce these books ? Remember, the contents of them will not be made public or divulged, but simply for inspection by the commissioners and myself.

A Mr Coulson would but he is out of town

Q You cannot get them and produce them yourself ?

A I would not like to undertake that.

Q Could you not call a meeting and get instructions from that meeting to produce them ?

A You might get the permission of the president. Mr Coulson will be home on the 10th., when I presume you will be meeting here again.

Q Is it the business of this retail butchers association to fix prices ?

A No.

Q What is the object ?

A The primary object is to facilitate collections. Most of the butchers got together and to regulate the credit business Coulson said we should join his association. They undertake to collect all our accounts and we pay a fee each year. We also meet in their board room and discuss questions of interest to us. We also take up questions like the garbage question and they give us relief. Before that the butchers were not strong enough. We have something to say on the poultry question. We find also that it is convenient to buy cheaper ; paper not meats. For instance, seven or eight of us got

together and bought a car of wrapping paper on which we saved a difference of \$3.75 a hundred

Q It is for the mutual benefit of the members in these respects that you have mentioned ?

A Yes that is all.

Q The regulation of prices and the percentage of profits are not discussed by the association ?

A No, such prices as are discussed is when we compare both the buying and selling prices. Then some may have a little discussion. On that we compare prices. But I think if you visit a retail places in the city you will not find half a dozen selling at the same prices

Chairman : I read in an article in a local paper that meat went up a $1/4$ of a cent in every shop at the same time, was that united action ?

A I would be inclined to say that the statement was not true. The wholesale price might have gone up a quarter of a cent. The retailers would not move for a quarter. We never moved until it went up $2\frac{1}{2}$ cents. I am speaking for my own firm. We found that conditions and prices were not getting lower but higher and we simply had to make a raise then.

Q You have heard these farmers' grievances. Have you had any offers from farmers to sell on foot ?

A Yes

Q By railway car loads or individual animals ?

A Individuals. Farmers in the neighbourhood of Winnipeg.

They were putting us to a lot of trouble. We do not buy much that way. There is not much in it. If a farmer has good steers he can get a good price at the abattoirs.. If a farmer comes to us, we think it is because he has a light animal or other which he could not sell at the abattoir.

Q Is there any arrangement between your firm and the other retail firms, or between your firm and the buyers that you shall not buy these animals on foot from the farmers ?

A No

Q Nor to your knowledge that any retail butchers should be restrained in any way from buying these animals ? at such price as they like ?

A No

Q Would you say that every butcher has the right ^{legally} to buy what he likes ?

A He certainly has the right

Q But they are not restrained by any organizations, understanding or agreement

A No

Q You are a practical man, take a piece of paper---now take a carcass of beef such as you purchase every day in the year, an ordinary carcass of beef, and show us what you pay for it to the abattoir and the disposition you make of it to retail, and detail the prices for each particular part of meat and the total ?

A I expected that question and I came prepared. I take a side of beef. This individual instance actually happened and I cut up a carcass. The side weighed 325 pounds This beef cost 8 1/2 cents per pound, that is \$27.63. The front quarter weighed 164 pounds and the hind quarter 161 pounds.

The following are the prices, weights and total for the fore quarter :

(Table on next page.)

Shank and there is abone in the shoulder which is sold as soup meat, at 3c a lb	.51 1/2
Plate or brisket 37 lbs at 7c	2.59
Shoulder roast 17 lbs at 9 c	1.53
Prime ribs, 25 1/2 lbs at 15 c	3.82
Chuck, thick ribs & shoulder, 33 lbs at 10c	3.30
Neck, 29 lbs at 6 c	1 74
First joint in neck 2 lbs at 2 1/2 c	.05
	<hr/>
	\$13.55

Hind Quarter.

Flank 14 1/2 lbs at 5 c	.73
Suet, 3 lbs at 10 c	.30
Shank 20 lbs at 3 c	.60
There is a cut above the shank which is sometimes sold at steak, it is pretty stringy, 8 lbs at 10 c	.80
Round and rump together, 52 lbs at 12 1/2 c	6.50
Rump steak, this is the first two or three cuts off the loin, sold to boarding houses, 9 lbs at 15 c	1 35
Loin, 53 lbs at 20 c	10.60
	<hr/>
	\$20.88

All this now weighs 320 1/2 pounds. It is less the waste in cutting it up into 14 pieces. From this little waste you can see what it would be if we have to cut it up into fifty pieces. In this loin there is 10 per cent of bone wasted. We trimmed it out. That is all bone.

The fore quarter was	\$13.55
The hind quarter was	20.88
Total for one side	<hr/> \$34.43

Double \$34.43 for the whole carcass and you get \$68.86, and \$13.60 is the profit, or a little less than 23 per cent.

Q. Or how much a pound on the average ? You paid out 8 1/2 cents a pound what was it sold at on the average ?

A. 17/10c. per pound profit.

Q. And am I right then when I say that you paid for that carcass at 8 1/2 cents a pound and sold it at an average of 10 1/5 cents per pound ?

A. Yes

Chairman : The profit is 2 9/100 cents per pound .

Mr. Haggart : Practically you have a profit of 2 cents per pound ?

A. Yes

Q. Take a hog and make a similar statement will you as to the purchasing and disposition of that hog ?

A. I could not do that. I would have to cut up my hog.

I will be glad if the commissioners would come down and I will cut up a hog for them

Q. What do you say as to the profit on pork as compared to beef

A. The profit on pork is a little surer than the profit on beef

Q. Why ?

A. We can dispose of pork surer than we can beef. Prices vary in beef to much. In pork they only vary from 3 to five.

Q. Is it a bigger profit ?

~~A. Yes~~

A. Yes, I think we have a slightly larger percentage

Q. Do you get your pork all from the abattoirs ?

A. No

Q. Where did you get it

Q. We buy pork often from the farmers

Q. Buy them dressed ?

A. Yes

Q. Any live hogs ?

A. No

Q. And you buy as cheap as you can and the farmer tries to get all he can ?

A. Yes

Q Does he canvass different shops for the price ?

A It is optional with him. If he does not like my price he can go to the next one.

Q Is there any arrangement between you and the other retailers as to the price you shall give the farmer for his pork ?

A No

Q You have no slaughter-house ?

A No

Q You are not dealing with the farmers by reason of any understanding with any of the members of your trade ?

A I am not

Q You have heard what the farmers say that a man has to take what the first butcher offers him, that it is useless further to continue his canvass for prices ?

A I do not think that is true. I have known instances where I have given an offer for veal or pork and they did not take it and they fared better. I may have had enough. Or it may have been a heavy hog weighing 250 or 300 pounds. I would want a light hog. If he took my price I would take a chance on working it out. If he had gone on he might have gone to the market and sold the same animal for a cent more per pound. It would suit their trade better.

Q What is sold retail among the working people would be of no use to you ?

A No use to me

Q In some of my private enquiries some retail butcher has told me that there was a great difficulty in disposing of the more inferior parts of the carcass ; that there was a disposition on the part of a portion of the community to buy only the best ?

A That is very true

Q They take the best, the very choicest portions ?

A For every carcass of beef that we buy I am safe in saying that we buy six extra hind quarters. They cost us 2 cents a pound more than the carcass price. A carcass of beef is worth 9 cents a pound, and it is 11 cents a pound for the hind quarters. We buy scores of extra hind quarters. Then again we buy four or five extra loins. In fact, we never turn down a loin. This loin I quoted cost us 14 cents a pound. We buy them from the north end butchers where they have no demand for such expensive meat

Q How does that affect your profits on the whole cuts ?

A Well I think we have a slightly better percentage in buying cuts as we want them. There are even times when we cannot get ~~x~~ prices quoted by me just now. For instance, on Saturday we will have a plate of beef hanging in the refrigerator and we will sell them to farmers at 5 cents per pound. If a man will give me 5 cents a pound for 29 pounds of neck, etc. I will be glad to give it to him rather than cut it up into a dozen pieces on the chance of selling them.

Q What was your turn over ?

A Eighty thousand dollars last year.

Q Can you tell me what your profits were ?

Mr. Campbell : Allow me to correct your statement . You said 23 per cent. It is 24 61/100

A All right.

Mr. Haggart : We want to see whether this complaint of the newspapermen, farmers and beefeaters is true and whether you are the shark that is getting rich at the expense of these people Mr. Charrest, you might let us see what are your expenses, gross profits and net profits and the amount of your turn-over I think it would be a good idea if you would prepare for us

a statement, and let us see the minutes of the association and its books. I would like to peruse them. Your private business would not be made public ?

A. Mr. Caron said yesterday that he ^{sold} ~~got~~ his pork at 7 1/4 cents, and that the abattoirs ~~sold~~ charged 11 1/4 cents for the same article. The papers did nit state that it was the difference between the live and the dressed article. The public might be misled.

Q. ~~That is the two sixth profit is only~~

Q This profit you mention is only the gross profit, and to be taken from that is the running expenses ?

A Yes, our expenses in running the business has not been under 20 per cent. We have to take twenty per cent to pay our expenses. The same thing was told me by the manager of the T. Eaton company and his traveller. He is not the ordinary traveller. They have a special traveller for meat.

At this stage of the proceedings the Commissioners adjourned to meet again in Brandon the following morning, Thursday, August the 1st 1907.

Sittings held in the Council Chamber in the City of Brandon on Thursday and Friday the First and Second days of August 1907 :

Before Commissioner Campbell, Chairman, and Commissioner Middleton.

Alexander Haggart K C., Counsel for the said Commissioners.

H.A.Craig, secretary.

The investigation opened in Brandon on Thursday the First day of August at 10 o'clock in the forenoon when Mr. Craig read the Commission aforesaid ; after which,

KENNETH McIVOR, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q You are a farmer Mr McIvor ?

A Yes

Q And you live near Virdon ?

A Yes

Q How long have you lived there ?

A For 26 years

Q You have been engaged in farming all that time ?

A Yes

Q What is the nature of your farming, cattle, grain, or both?

A Just simply farming. Using up all my coarse grain with stock

Q What is the size of your herd of cattle ?

A About fifty herd.

Q You have that many from year to year ?

A Yes

Q And you use all your coarse grain in feeding your stock ?

A Yes, and more. Seldom it is sufficient. I generally buy from five to ten tons of oats, grain, bran, etc.

Is that for the purpose of stallfeeding the cattle ?

A Well, mainly. My cattle are chiefly thoroughbreds

Q Do you do any dairying ? A No

Q About how many cattle have you to dispose of during the year on an average ?

A In pure bred stock we cannot say exactly

Q Some years you would sell how many ?

A Ten or fifteen

Q Other years not so many ?

A Other years, seven or eight, more or less

Q Are these cattle sold from the grass or after being fed with grain ?

A Pure bred stock are sold at any time we can make a sale

Q Pure bred stock are sold to breeders ?

A Yes, and sometimes to butchers

Q We are confining ourselves to the butcher trade. You generally fatten with grain before offering for sale ?

A Yes. I like to make a sale during the spring or the first part of summer for the reason that the prices are better

Q Perhaps, Mr McIvor, you have read over the order-in-council ?

A Yes

Q Then you know the scope of this investigation ? A Yes.

Q As a farmer, in your own words, give us your experience ?

A I prefer being asked. I have nothing particular of interest there fore I prefer being asked.

Q To whom do you make sales ?

A As a rule we have only one buyer besides the local butchers

Q That extends back how many years ?

A For the last four or five years

Q A Winnipeg buyer ?

A No, a local buyer, but he buys for the Winnipeg market

Q Who is the local buyer ?

A J.R.Mullins

Q He assumes to act in his own name does not assume to act for any other person ?

A No, not that I know. I sell to Mullins. I fatten a few steers during the winter. Now and again I sell odd beats to the butchers in town, for instance, cows that I may have bought

Chairman : He is about the only buyer in that part of the neighborhood besides butchers ?

A He is the only one that I know of that comes my way

Q Are there many cattle raised in your neighbourhood ?

A There are quite a few

Q From your standpoint how do you account for there being only one buyer ?

A I cannot account for it

Q Do you see him in town or does he come out to your place ? And you negotiate ?

A He comes out to the district. So far as I know he has a certain district. We sell by the weight, by the pound.

Mr Haggart E How many cattle did you sell this last season ?

A I didnot sell many t his year. About 4 head is about all I sold this season, that is, directly of my own stock. I sold some others that belonged to my late brother's estate. I was a sort of administrator for his estate. That was this year.

Q You sold them to Mullins ?

A No, there is another man. This farm belongs to the Oak Lake district and a man from Oak Lake bought them. Mullins bought none of mine. Mine went to the local butchers. Mullins wanted to buy the others but he did not give the price

Q Did the other buyer represent the same institution ?

A I don' t know

Q What price did you get for the fat cattle ?

A \$4.60 per 100 weight

Q How much did you get for your own ?

A Well, for one I got \$3.50 yearling steer, For another I got \$4.50 quite.

Q You made a better sale of your brother's ?

A They were a different stock. They were good steers, young cattle, 2 years old. Mine were chiefly cows.

Q Cows that have been used for breeding purposes do not make the same beef ?

A There seems to be very little difference in the price between the prime animal and the scrub, or what we call "canning" cows. For instance, I sold 2 cows on the 12th of July. One was prime meat for any market. The other was what was called in Chicago a canner. I bought her to help the rest calve. She suckled a calf. I sold her for within half a cent a pound for what I got for the prime animal.

Q That is to your own butcher ?

A Yes

Q And I suppose you had no other prospective purchasers ?

A No, not for this class

Q How many butchers have you ?

A Two

Q Is there any combination between them as to the purchase of cattle ?

A I believe there is a little. I can sell to one at one time and to one at another, but I do not believe that there is any combine between the butchers in Virden.

Q Do you think that there is any combination between the Virden butchers and the wholesalers ?

A I would not like to pass an opinion on that point

Q And you do not whether Mullins is really a member or representative for a larger institution in Winnipeg ?

A I rather think that he does not buy for himself

Q You cannot pledge your oath to that ?

A No. But I think he is acting as a commission man.

In fact I am pretty sure he is

Q What do you say as to the prices you get ?

A Not what we should get. Prices in Winnipeg, top price, is four cents; in Chicago, \$7.35. In the British markets there is a difference between Canadian and American meat of one or one and a half cents in favor of the American. The difference here is 3 cents a pound

Q The transportation is long ?

A Three cents a pound is \$36 ; it would be more than ^{twice} as much to take it to the Old Country

Q You say that there are several farmers in the neighbourhood who do as you do ?

A No, there are not. There are a number of grain growers. They keep cattle just for dairy purposes. Quite a few send cream to Brandon. They just keep a few cows and sell their own

Q Would there be cattle enough grown in your neighbourhood to warrant several buyers to make the purchases ?

A The profit is fair

Q Is there enough cattle grown in the neighbourhood of Virden to ~~warrant~~ warrant 2 or three independent buyers going through ?

A I would not like to say that. At the present time there is not enough fat cattle, because there are not enough to ship.

Q It is suggested that the wholesalers partition up the country and "A" will not send a buyer into "B" territory, nor "B" into "C" ?

A I believe that that is a fact but there is no proof From my own experience I think that is fact.

Q From the fact that there is never more than one buyer in your neighbourhood ?

A Yes , and because he generally stick in one district

Q And is that the same in Oak Lake ? A XXX

A Yes, and take north of us there is a Beulah district the same

Q And you think the farmer is not getting a square deal in the cattle trade ? A I do .

Q There is not that competition for the product that there ought to be, that is your experience ?

A You can put it that way possibly. I know we raise cattle here as well as in any other country under the sun. I have fattened cattle in the old country. I know that there is as prime beef here as ever there was on the London market.

Q And you think the farmer who raises that beef should get a better price ?

A Yes

Q What do you think he ought to get to pay him for his trouble and a fair profit per pound for his cattle fit for export ?

A From 4 1/2 cents to 5 cents a pound I think is fair ~~proof~~ ; that is, provided that a man can generally buy stockers at the price generally paid for them, about 2 1/2

Q Where do you get your stockers ?

A In the neighbourhood----any quantity of them

Q If stockers are plentiful and fodder short you get them butchered ?

A Yes, if there is no outside demand

Q The outside demand comes from the ~~Tex~~ territories ?

A Generally

Q And if they are fairly cheap and you ~~get~~ the price you got this year you would make a fairly profitable investment ?

A It would be to fatten them. That is what a man get a cent ~~at~~ and a half for.

Q A Cent a half for what ?

A Enhanced value. Say he paid 2 1/2 cents in the autumn and got 4 cents in the spring it would be to fatten them and there would be money in it

Q Can you suggest what would be an improvement on the present state of affairs, Mr McIvor, so as to benefit the farmer ?

A I am not sure whether I could suggest anything. The only suggestion would be to get a cheaper rate to the old country market. It seems to me that the profits are taken up between the producer and the consumer

Q You think that the men who buy, kill and distribute get more than they are entitled to ?

A I certainly think so.

Q The producer does not get enough compared with the price the consumer has to pay ?

A Certainly he does not

Q You have given this matter serious consideration, and some other farmers have suggested as an alleviation the establishment of public abattoirs controlled by the government or the municipality, have you thought of that ?

A I have simply read of them in the reports of your Winnipeg proceedings. I have never given that serious consideration

Q The commissioners will want to report as far as they can on the propriety of the government considering certain propo-

sals they may make, can you be of any assistance to them ?

A The question is a very wide one. If we got fair value for fat stock we would be able to put the stock question on a different footing. We would be almost able to export as much beef as we export wheat ; because a farmer in this country is not farming unless a man keeps enough stock on his farm to consume the coarse grains and straw. If every half-section was fattening ten or fifteen steers each year see the enormous amount we would have for export. So that if we had a rate to the Old Country cheap enough ^{we should get} for a fair value for our stock in a very short time.

Q By some other road or cheapening the present rate ?

A Well, so that there should also not be such a shrinkage between here and the old country ; that is the way to put it.

Q Some farmers have been complaining that they have been shipping to the old country and have suffered from undue shrinkage, you are never troubled with that ?

A I weight at home, at the shipping point, at Virden. Sometimes they complain of a big shrinkage. I cannot say as to that.

Q Outside the present hardships, you think that it would be better for the farmer and for the country itself for the farmer to produce more cattle and to give his attention to stock rather than confine himself to grain ?

A Certainly

Q Because the continuous growing of grain impoverishes the land ?

A Certainly

Q With cattle the farmer is kept rich and there is a more steady revenue ?

A Yes, that's right

BY THE CHAIRMAN :

Q Do you find that during the last 3 years in your district the interest in cattle increasing or diminishing ?

A A little increasing. I think that there is more interest taken in stock and in better stock, in improving stock.

Q Do you find a lack of confidence in the trade ?

A There is no confidence in the beef trade. There are very few go into that part of the business

Q Would you like to see cattle improved and finished better so as to make better facilities for export ?

A Yes. I consider we would get a more regular market.

At the present time there is scarcely prime stock enough to keep the market steady

Q Do you think cheaper transport would have a tendency to cause cattle to be better finished and that better cattle would be raised ?

A Yes

Q That would be to your interests then ? A Yes

Q The question was brought up in Winnipeg. One gentleman in giving evidence pointed out certain conditions prevailed and pointed out a remedy. That remedy was this : That the government and city should get together and consider all the details for the putting up of a public abattoir, say in Winnipeg, and that there should be two or three market days a week, and that any one could have their stock slaughtered at that abattoir and the retailers would be there and that it would be under government inspection ?

A That would be all very well for Winnipeg, but it would not apply to the country districts

Q If that experiment was found to be beneficial to the whole trade in the province, and if it was successful there could be other plants put up in other parts, say Brandon ?

A Yes, I believe it would better things

Q You cannot suggest any other remedy that would have the same desired effect ?

A I do not think I could. I can see that neither the farmer nor the private individual can be forced. Of course, a man can buy as he thinks proper and can sell the same and I think it is undesirable to interfere there.

Q Have you any individual grievances in regard to the selling of fat cattle ?

A No, I cannot say that I have

Mr Haggart : You have nothing to do with the pork business?

A I tried it and went out of it. Two and half years ago I was in the pure bred pork business too. Those I could not sell for breeding purposes. That was the big trouble in the pork business. So far as I can see that market fluctuates too much. At that time about 4 cents was the top price live weight. I sold dressed pork at 4 1/2 cents. I have never shipped any myself. I sold to the local market, which always varies according to the supply and demand

Q If there are a lot of pigs in the neighbourhood down goes the price ?

A Well, it seems to me that when I was in the business at that time of the year the price went up. Then in the fall when the pigs were ready to ship the prices dropped. I went to the local dealers in October and they offered me 6 cents a pound. I said I do not want you to take them away for five or six weeks, so two days afterwards I saw the local dealer in town. He said "Have you been seeing the Winnipeg paper called The Commercial ? The price of pigs have gone down 1/4 cent." I said : I knew the price would drop and by the time he took that pork was 5 c a pound in Winnipeg.

Q Your experience with pork is limited ?

A Yes. I could never see where I could make any money out of it at the price. Pork generally fluctuates according to the season of the year.

MR. MIDDLETON : -- Too much pork ?

A When the people fatten their pork in the fall they had a lot sent away and the wholesalers generally knew of it and that accounted for it.

JOSEPH DONALDSON, having been duly sworn deposed as follows : TO MR. HAGGART : --

Q. What is your business,?

A Butcher, stock dealer, I feed stock.

Q Doing business in Brandon and the neighbourhood ?

A Yes

Q You have a retail store in Brandon ? A Yes

Q And you do some stock raising yourself ?

A I buy. I have 40 acres, I buy and feed there.

Q You do not raise stock ?

A I have raised some lambs

Q How long have you been in Brandon ?

A Seventeen years

Q You have been continuously in that business ? A Yes

Q Tell us what your business is ?

A Buy, kill, ship, feed.

Q Buy cattle hogs, and sheep ?

A Yes, anything that will make meat

Q And you buy from the farmers in the neighbourhood ?

A Yes

Q And kill at your own slaughter-house ? A Yes

Q And you sell the balance, that which you do not need in the retail store, where ?

A Ship it to Winnipeg.

Q And who are the purchasers ?

A Griffin, Gordon & Ironside, Mitchell & Sturgis.

Q That refers to beef cattle and hogs ? A Yes

Q Do you ship anything else ?

A That is all there is to ship. I do not ship many cattle. I generally sell them at my own yard as live meat. I do not ship any dead meat.

Q You are continually buying in Brandon & neighbourhood ?

A Yes, for 25 or 30 miles around

Q Do you drive out to find out where stock is ?

A Yes

Q You negotiate generally with farmers at their house ?

A Yes, or in town. Sometimes I see the farmers here. I take their word for it and buy

Q How do you buy by the weight or by the animal ?

A Buy either way, pound or animal. I buy as cheaply as I can

Q And the farmer tries to get all he can ?

A You bet he does. I generally pay the market price

Q You want such a price as will give you a fair profit for your work ?

A I try ; sometimes I do not do it

Q You generally sell during the winter ?

A We sell 7 or 8 cattle a week at the sh-op

Q During last year how much have you been paying by the pound stall fed cattle ?

A Four or five cents

Q And for how long have you been paying from 4 to 5 cents ?

A All this psring

Q And there are the grass fed cattle ?

A Yes, we have been paying 3 and 4 cents for them.

Q And last year ?

A We 2 3/4 to 3 1/4 we paid

Q And you take delivery on the farm ?

A No, that's price as here. I ship a lot in here too.

Sometimes I take delivery at the nearest point and weigh them off the car. Purchases are made both ways by the pound and by the dollar

Q It is charged by a newspaper that the butcher, wholesale and retail, get it all ?

A I do not think they do. I have been at it a long time and have not got it all yet.

Q Take an ordinary animal what do you purchase it for ? What is the whole cost in connection with it and what you derive from the distribution and let us see what you make out of it ?

A I can hardly tell you. I do not do the figuring. There is not a great deal of money in the retail business. It costs so much to live. In selling in small pound pieces there is not much profit.

Q If there is any big rake-off it is with the wholesaler ?

A No, but they get their little commission. The retailer does not always get his money on account of bad accounts.

Q You buy an animal at 3 or 4 cents, an ordinary animal, one that would dress 600 pounds, how much would it weigh on foot ?

A It would weigh about 1200 pounds. In our experience the live animal goes about 50 per cent dressed.

That is grass fed. Stallfed do not dress the same way.

Q You buy 1200 pounds, for \$36 live weight at 3 cents ?

A. Yes.

Q And \$48 if you pay 4 cents ? A Yes

Q How do you get that \$48, and whatever profit you get, how do you get it out of the animal ?

A I do not always get it out. This time or winter there is no profit. In the summer time you might make a little more.

Q The newspapers say that the farmer only gets three or four cents a pound while the ~~farmer~~ consumer pays 18 to 20 cents a pound ?

A We sell our best meat at 15 cents a pound

Q You say the difference must be reduced by a half because you by liveweight ? A Yes

Q You only get fifty per cent ?

A Grass cattle is cut up at 50 per cent, slims only 45 per cent; 53 to 55 per cent is on stallfed.

Q You do not sell all beef for 18 to 20 cents a pound ?

A No, 15 cents a pound is the highest I get.

Q How much of that 600 pounds how much is that 15 cent beef ?

A We just get the loin, fifty pounds to a hundred pounds of 15 cents a pound beef, and all trimmed at that. What we sell by the quarter is cheaper

Q. Take six hundred pounds of dressed beef at the retail prices ?

A. Yes

Q. How many pounds of neck ?

Q. Is you also - owner of -

under a profit of 10 ?

A. Neck	20 pounds at 5 cents
Shoulder	100 pounds at 9 cents
Ribs	75 pounds at 10 ,,
Brisket	40 pounds at 7 ,,
Shank	60 pounds at 2 ,,
Porter-house steak & sirloin	100 ,, at 13 ,,
Do. without bone	at 15 ,,
Rump & Loin	80 pounds at 10 ,,
Flank	20 pounds at 5 ,,
Suet	25 pounds at 3 1/2 cents

Total 520 pounds.

Q According to that you get 8 1/3 cents on the whole carcass?

A Yes, we reckon on that

Q On an average of 8 1/3 ?

A I consider we get from 8 to 8 1/2

Q Six hundred pounds retailed at 8 1/2 cents a pound, makes \$51 for the carcass ?

A Somewhere about that. Somewhere about \$48 to \$50 by retailing it.

Q The hide runs you at ?

A It runs at about \$3.

Q Anything else you get out of it ?

A Tallow out of it. We get a little out of the tongue, heart, etc. Might get a dollar out of it.

Q If you make \$55, after you paid for the animal at 3 cents a pound or \$3_, you make a profit of \$19 ?

A According to that---yes.

Q If you paid 4 cents a pound that would be \$8 you would only make a profit of \$7 ?

A Yes

Q Is that a fair way of showing the results of your business?

A You take it on high priced cattle we make nothing after paying expenses. In the summer we live a little cheaper.

High priced cattle is from 4 to 4 1/2 cents a pound.

Q What is the cheapest you buy ?

A. From 3 to 3 1/2 cents a pound according to the quality.

If we pay our expenses we do well on high priced cattle. Our profits are on cheaper cattle.

Q Because you practically get as much for the meat from the thinner animal as you do from the prime animal ?

A Yes. During threshing time and the summer when we sell by the quarter we do not get near as much

Q What are your expenses in connection with your business ?

A I keep eight men and six horses. The cheapest of men are from \$40 to \$70 a month.

Q Have you rent to pay ?

A It is my own building. It is worth something.

Q Do you make 20 per cent on your receipts ?

A I never reckoned it.

Q You just look at your bank account ?

A It is small sometimes. I know I am not making a reasonable profit. Lots of other businesses make twice as much. There are eight or nine other men in the butcher business here.

Q You read the order-in-council ?

A Yes

Q The commissioners are directed to make further enquiries Is there any arrangement between you and the other local butchers here as to fixing a price to be paid for the cattle you purchase ?

A. No

Q There are no conditions

their products

Q There is no understanding even that there shall be a maximum price fixed ?

A No, not that I am aware of. I never heard of it. We are buying according to our own judgment.

Q Is there any agreement, arrangement or understanding between you and the other butchers as to what price you shall fix for the consumer ?

A No

Q You are sure that the prices are not fixed ?

A We sell according to the ~~best~~ ^{next} cuts ~~work~~, that is all.
always

Q Are the prices ~~all~~ the same to your customers ?

A We always charge that price for the best cuts. The cuts are sometimes in the cheaper grade. If the cheaper grades accumulate we must sell cheaper. We always sell good meat, but not always rough meat.

Q Is there any understanding between you and the other retail butchers that each one of you shall canvass a certain territory ?

A No

Q You swear to that positively ?

A Yes

Q There is no agreement, arrangement or understanding that you shall not bid against each other ?

A No

Q Is there honest competition in Brandon between butchers for doing business ?

A Yes

Q Do you attempt to divide it up ?

A No

Q Do you buy any meat from the wholesalers or abatteir men ?

A No

Q You have no dealings with them except to sell stock ?

A We were buying cured meats, hams and bacons.

Q They fix the price you buy at but do they fix the price you retail at ?

A No

Q There are no conditions accompanying the sale to you for their products ?

A No, we buy from them and well for what we like.

Q Do you ever buy dead meat from the farmer ? A Yes

Q Do you ever buy dead meat from the farmer ? A Yes

Q Do you and the other butchers ever fix the price you pay the farmers for this dead meat ? A No

Q You try and buy as cheap as you can ?

A Yes, as cheap as I can

Q You do not fix a day for you to buy and a day for the other men to buy ? A No

Q Some of the farmers have told us that they go to one retail butcher and that they might just as well take what is offered them as the offer will go no higher ?

A I do not believe that farmer. I do not believe that any such thing happened.

Q The farmer says that his meat is just as attractive and will sell just as well as what is killed and cured in the slaughter-houses

A Some of it is mighty dirty looking. Once in a while we get a clean one. They look as if the dogs had been at it. They sell by the quarters principally. They have the privilege to sell where they like.

Q The same animal slaughtered by the professional butcher will bring more from the consumer ?

A Yes, but lots of farmers bring in their beasts and sell on the market.

Q Is it the custom of farmers to sell on foot to the butcher or cattle buyer, that is the prime animals, and slaughter and sell as dead meat the inferior animals ?

A Anything we will not buy they slaughter and fetch in

Q You know that ?

A Yes, I know that

Q You contend that is inferior meat ?

A In lots of cases they have just as good beef as we have, but there is a lot of inferior beef killed. There is some good cattle killed and brought in

Q There is absolute freedom in the cattle and meat trade in Brandon ?

A Yes

Q Do you know of a combine or conspiracy detrimental to the farmer or cattle raiser ?

A No

Q Do you know of any conspiracy, arrangement or agreement to fix the price to the detriment of the consumer ?

A. No, absolutely none ; not to my knowledge.

Chairman : One thing strikes me as strange, that is at certain times of the year the butchers claim that they do not make anything. Why is you do not raise the price to the consumer when beef cattle is high ?

A We never raise the price. We keep it uniform. When we cut it up into two or three pound pieces we charge the same price

Q There is a retail butcher-s association in Winnipeg ?

A Yes

A Is there a branch in connection with them here ?

A No

Q You have association to discuss condition in your business?

A No

Q Everybody has unions now ?

A We have none

Q Is there nothing in your business to improve on ?

A I do not know, there might be. You take meat in Winnipeg which has been selling at the spring from 20 to 25 cents a pound, we did not raise our prices up at all.

Q Suppose a man live six or seven miles out and he refuses to accept your offer. Your neighbouring butcher goes out and others go along say six of them go out, and Gordon and Ironside's man may come along and top all the prices?

A I never heard of it happening. Sometimes two or three butchers might drop in to buy of a man.

Q What would eliminate that unnecessary waste of labor? You have never considered that phase of the question with your fellow butchers?

Mr. Middleton;

Q Have you had any experience in transportation?

A No, but I sold lots of cattle that went east.

Q Do you consider it profitable to breed hogs? Yes

Chairman;

Q How do you account for the high prices of hogs?

A Scarcity

Q What caused the scarcity?

Q When hogs went down to 4 and 4 1/2 cents a pound the farmers drop out.

Q You import tons of the product from the United States how can the market be over supplied?

A Two years ago there were lots of it

Q There was none imported?

A I do not know. It was cheaper then

Q did the dealers cut the price too low and put the farmers out of business, and the high spurt now is to get them to produce again, and the prices will drop again?

A If there is an over-supply of pork, pork will drop. Our market keeps up with Toronto. It is deared here. We get ours from Winnipeg. I do not buy personally from the United

Q Suppose a man lives six or seven miles out and his neighbors
to accept your offer. Your neighboring butcher goes out and
others go along say six of them, out, and Gordon and Hamilton
men may come alone and top all the prices?

A I never heard of it happening. Sometimes two or three
there might drop in to buy of him.

Q What would eliminate that unnecessary waste of labor? You
have never considered that phase of the question with your
fellow butchers?

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Q What caused the scarcity?

Q When hogs went down to 4 and 4 1/2 cents a pound the farmers
drop out.

Q You import some of the product from the United States now

and how much is he over supplied?

A Yes, there are there were lots of it

Q I am not sure.

A I am not sure. It is a question of time.

Q How do you account for the high prices of hogs?

A It is a question of time. It is a question of time.

Q How do you account for the high prices of hogs?

A It is a question of time. It is a question of time.

Q How do you account for the high prices of hogs?

A It is a question of time. It is a question of time.

States. Ever since I can remember, it is the market up and down every few years, pork, beef and everything.

Mr. Middleton :

You have a packing house in Brandon ?

A No, but we pack a little ourselves. We have no facilities for big packing here.

Chairman :

Q. You sell what you pack yourself the price as what you sell imported ?

A Yes.

Q There is money in that ?

A Well, we just save the freight from Winnipeg. I do not import.

Q Pork is down now ?

A Yes, it went down last week. It is 6 1/2 cents a pound live weight.

Mr. Haggart :

Q Are there any other butchers here, if so give us the names ?

A William Birchell, John Howie, John Birchell, John Knight, Thomas Farrar, Joseph N. Birtle, David Simpson. This is a poor country for cattle raising It is principally grain growers. There is not an odd one round this district. There is not enough to supply the local butchers. We never ship out. We ship in.

Q The conditions in Brandon would not be affected by any combination in Winnipeg ?

A No, they get good prices here. I get lots of cattle from Minnedosa, Arcola and Broadview. We cantget sheep here. We have to ship them in from the west. We have to winter our sheep

Q Give us the names of any men who deal in cattle, not butchers

A There are no such. You might get a man with some stallfeds. There is a man named Clark north of Alexander, He has twenty head.

Very often I am asked, is it the best of
every day, good, best and everything.

Mr. Robinson:
I have a meeting house in a corner.

Yes, but we need a little something. I have no time
to do anything more.

Thank you.
You will find your back perfectly and just as well

as ever.
There is nothing in that

Well, we have seen the first of things, I do not
know.

Yes, it is the same.
It is the same, it is the same, it is the same.

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It is the same, it is the same, it is the same.
It is the same, it is the same, it is the same.

It being noon the commissioners adjourned until 2 o'clock but as no further witnesses appeared that afternoon subpoenas were issued and the commissioners again adjourned until 10 o'clock the next morning, at the same place, when the enquiry was resumed.

Friday, August the 2nd., 1907.

JOHN CHARLES KNIGHT, having been duly sworn, deposed as follows :

TO MR. HAGGART : ++

Q. You live in Brandon and you are a butcher by trade ?

A Yes, I have lived here for 25 years

Q How long have you been a butcher ?

A Ever since I came here in 1882

Q You are a member of the firm of Knight & Farrar and you are at present doing business in Brandon ?

A Yes

Q And you personally got a letter or circular notifying you of these sittings ?

A No, I only got the subpoena

Q And you got no notification ?

A The firm might have, but I have been ill.

Q You have not been discussing it with your partner ?

A No

The object of this commission is to enquire into the live and dead meat trade and to ascertain whether there is any combination or restraint in trade ?

A I understand

Q As a retailer of meats in Brandon and selling to its citizens do you know of any agreement or combination between the retailers as to the prices that are to be paid for your stock ?

A There is none.

Q If there were you would know ?

A Yes

Q Is there any arrangement, agreement or understanding between you and the other retailers as to what price you shall charge the consumers for meats ?

A No, we make our own prices

Q There are no fixed prices ?

A No, not that I know of

Q You state that positively ?

A Yes, we sell at any price we like

Q Is there any association of butchers here ?

A No, they had a meeting sometime ago, because the hotels were getting the meats too cheap.

Q That is the only combination you know of in Brandon ?

A Yes, and they are getting it too cheap today. At the price we have been paying the farmers we cannot live on it.

Q About what is the turn-over in your business ?

A About \$75,000 last year, and we do not make any money at that. We have been selling too cheap right along

Q From where do you procure your cattle ?

A Practically all over the country ; as far west as Whitewood, within a radius of 200 miles of Brandon

Q Do you send out buyers ?

A No, Mr Farrar generally goes out himself. He picks up cattle wherever he can get them, but there are very few sheep at hand. We have a slaughter-house where we kill. We dispose of all of the meat in Brandon, though we send to short distances like Chater and Douglas. We supply Smith's boarding cars. Anything they can get at Virden they will get here.

Q You do not export ?

A No, no live stock. We kill all the stock we buy..

Q Have you anything to do with the wholesalers or abattoirs in Winnipeg ?

A No, Only sometimes we buy beef. Last winter we had to buy beef. We buy bacon and hams

Q Have you any arrangement with them as to what price you shall sell it at ?

A No, they do not dictate to us at all. We can buy whatever we sell as cheap as we like.

Q Is there any arrangement between you and the wholesale men as to what price you shall pay the farmers ?

A No . Not even in town is there any arrangement.

Q You act individually ?

A Yes, as far as I know.

Q You buy as cheap as you can and sell as dear as you can ?

A Yes, that is all the combination there is.

Q You have seen the newspaper comments on the meat trade charging that there is something unfair to the producer and consumer ?

A I read a little of it. I do not take much stock in it. I did not think it was worth reading.

Q Are you satisfied that there is no combination ?

A There is not in Brandon, there may be in Winnipeg. For instance pork is 7 cents a pound to day and if we want it badly we will pay 7 1/4 to keep our stock up. That shows there is no combine or we could not do that.

Q It is charged that the butcher gets too much profit ?

A I charge that we do not get enough for our expenses.

Q You say your turn over for a year is \$75,000, about what profit would you make on that ?

A I really do not know. I think we spent more than we made. We went behind last year. Whether our expenses were too much or that we lost too much in bad debts I do not know. So many people leave this town for other parts.

Q But you cannot tell why you do not go ahead ?

A No, because we did not then have a proper bookkeeping system. So long as we made money it was all right. Now we have a proper bookkeeper and can tell better.

Q You reckoned the success of your business by the balance in the bank ?

A Yes

Q That is about the only definite statement you can make as to that ?

A That is it exactly.

Q You have often gone into the question of knowing how much you make on a certain animal ?

A Yes

Q You have to know that ?

A Yes

Q You say when an animal weighs 1200 pounds and would yield 600 lbs of beef you want to know how much to offer for that ?

A I would know what it would weigh dressed and I would know what I would sell it for dressed. X

Q Show me how much 600 pounds dressed beef would bring ?

A We buy them all here by the pound. XX

Q And the bullock that would cost you say 4 1/2 cents a pound would bring about 9 cents a pound dressed ?

A Yes

Take the present conditions first ?

A Tha—t would be about 9 cents a pound. We sell the best steak and roasts at 15 cents a pound. We were selling them at 12 1/2 cents a pound, and we ^{saw} ~~thought~~ we were losing money and had to make it 15 cents, sirloin or roast. We sell boiling meat at 8 cents. About 60 per cent of it brings from 10 to

15 cents a pound ; the other part would be lower. Take the shank and the rest of the boiling meat goes at under cost.

Q What would be the proceeds ?

A I really do not know.

Q How much can you afford to pay a farmer if it weighs 1200 pounds ?

A I would pay \$56. At 4 1/2 cents it would be \$54.

Q After you had it cut up and sold what would it be in your books ?

A Very little profit

Q Would you make \$10 profit ?

A Not if we count our expenses We would not make a cent. We never do in the spring. For three months we do not.

Q I suppose if you have a surplus of inferior meat on hand you let it go at cost ?

A Less than cost sometimes.

Q Take that bullock as if it were bought last year---say last summer you bought that same bullock ?

A It would be worth about \$40 --- it would be worth 3 cents a pound. You have to add something for expenses

Q The selling prices are stationary ?

A They have been for a year. Buying prices vary. When the buying price is low we expect to make a profit.

Q And when they are high you only expect to hold ^{your} ~~their~~ own ?

A Yes, but we would not make money then; we lose. I can sell as cheap as I like because there is no combine.

Q Are there butchers enough in Brandon to do the business ?

A I think so.

Q You think fewer could do it ?

A I think so. As to the general trade of the province I have nothing to do with that.

Q Your trade is retailing in Brandon and buying cattle in the vicinity of Brandon ?

A Yes

Q I was told yesterday that the neighbourhood of Brandon does not furnish sufficient even for the citizens of Brandon alone ? That is, there are very few cattle exported ?

A Very few that I know

Q That is correct ?

A Unless it is outside--say from Wawanesa.

Q The farmers within a radius of 15 or 16 miles ship to Brandon ?

A Mostly, though last year they sold to Archie Speers for the railroad, and we would then have to go further into the country I think around Brandon they could supply Brandon alone if none were sent away

Q Have you heard any complaints in Brandon from the people that they were being charged too much for their meats ?

A No

Q Have you heard complaints from the farmers that they did not get enough for their stuff ?

A They always kick

Q The farmer tries to get as much as he can ?

A Yes, of course, around Brandon they are all pretty wideawake farmers. You cannot do them up. Last year Archie Speers came in and bought up all the valuable cattle before they were fattened. He bought them cheap early in the spring before we started. We had to pay more. He contracted for them.

Mr. Campbell :

Q Do you think that is a fair plan to go on ?

A Yes, I think so.

Q Supposing one man came in here and contracted for it all ?

A I think he had a right to do it

Q Would not that cripple the other buyers ?

A To a certain extent

Q You would have to buy from him ; the market would be cornered

A Yes

Q Is that legitimate ?

A I do not know anything about that

Q The price to the consumer varies very little and you among other claim when cattle is low is the time you make money ?

A Yes

Q The tendency of that is to harm the farmer ?

A At one time pork was cheap and beef was high. That equalizes things? Mutton, pork and beef are all dear now. We had to raise.

Q This year is exceptional. But under average conditions prices do not vary ?

A No

Q You do not say I will pay you 3 or 3 1/2 cents regularly.; I want to make a certain amount of profit and make your profit, so make the consumer pay for it ? If the prices go up why not charge the consumer ? Why do you keep the prices to the consumer stationary ?

Q Because the farmer would not contract as you suggest.

Q Why do you make the prices to the consumer stationary and the prices to the producer fluctuate ? Why not make the prices to the producer stationary and the to the consumer ? Is it because you are living among the consumers ?

A No, what makes the market go up and down is the demand. For instance the farmer has got no stock that makes the price go up

Q Yes, but why make the prices to the consumer stationary ?

A The chances are that the prices in this town will go down.

Q Why can't you put it up ?

A We would, but there is too much competition

Q You must all be selling at exactly the same price ?

A As near as we can. We soon find out ; people come and tell us.

Mr. Haggart : --

Q At the time you raised the price did all the others do so ?

A No, they had done so.

Q You were getting all the customers ?

A Not all ; quite a few.

Q All would come to you for cheap meat ?

A No, but a certain amount. We would have to have a combine to make our own prices and would all raise at the same time. That is what we call a combine. There is no combine.

Q Have you any individual grievance you wish to lay before us so far as you personally are concerned ?

A No, not that I know of.

J.BIRCHELL, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q You are a butcher and reside in Brandon ? A Yes

Q And how long have you been doing business in Brandon ?

A About twenty years.

Q Are you a member of the firm ?

A No, I am doing business along.

Q You received a circular notice a few days ago with reference to the sittings of this commission ? X

A No, I have been west. The first I saw of it was on the train when I saw that you were coming to Brandon.

Q You would not have bothered coming here unless you had been subpoenaed ?

A No, I do not think I would

Q You had no interest in this investigation ?

A No, I do not see how you are going to make any headway

Q You saw the charges in the newspapers that the farmers have not got enough for their produce and that the consumers paid too much ?

A Yes, I saw it

Q You are a middle man ?

A Yes, I think the farmer is kicking over something. ~~that~~ He does not know what he is ~~talking about~~ kicking about. We are paying 7 cents a pound for pork. They complain they cannot make any money at it this year. There is no more satisfaction among them now than when we were only paying 4 cents a pound.

Q The purchaser is kicking too on the price ?

A With him he can leave or go to somebody else. My object is to supply the customer with the best meat the market can produce.

Q The meat business in Brandon consists of the butchers buying from the cattle raiser in the neighbourhood and selling to the people in Brandon and vicinity ?

A Yes, ver^y largely

Q There is very little meat got from the abattoirs ?

A I have never got it. No.

Q You have never shipped meat to the abattoirs ?

A Yes, repeatedly

Q You do not retail all the cattle you buy ?

A No, I ship fully half the cattle I got from the outside

Q You heard the evidence of the former witness Knight does that apply to you ?

A To a certain ~~xxx~~ extent.

Q You buy the animal how do you ascertain how much you can afford to pay for the beast ?

A We simply have to pay what the marker price is

Q What fixes the market price ?

A It is largely controlled by Montreal, Montreal controls Winnipeg, Winnipeg controls here

Q You are speaking of the live weight cattle trade ?

A Yes

Q Are there Winnipeg buyers here ?

A Not as a rule. They come in at any time and buy through

Q If there are no Winnipeg buyers here how does the Winnipeg price affect the farmer ?

A Farmers sometimes will ship there own stuff , though not many farmers in this district can make a load.

Q Those farmers have to sell to the butchers ? A Yes

Q Unless the farmer has enough to ship a car load of cattle there is no other alternative ?

A The country is young

Q I am speaking of the present time. You do not know of them combining together and getting a car ?

A Yes, I have known them to do that and lose money. They got less money than the butchers would pay them.

Q How much profit would you make on a carcass of beef ?

A None after the expenses are paid.

Q No difference between the buying and selling prices ?

A To a great extent our prices have been stationary. They have not sailed up and down the same as the buying prices. In the fall we buy cattle and sell them back to the farmers by the quarter at 2 cents a pound less than we pay for them cattle in the spring. In selling in small quantities it stays very much the same all the year round. There is no very large dif-

ference in small roasts or steaks. They would vary from 2 to three cents a pound at different times of the year.

Q Is there any combine among the retail butchers of Brandon ?

A Only for one fellow to get ahead of the others. There is not even a butchers' association here. Each man runs his own show.

Q Is there any understanding as to what you shall give the farmers for their cattle ?

A No

Q Now, as to your buying cattle for the Winnipeg market, just state briefly the nature of that business ?

A In the spring time here we sometimes buy more than we require for immediate use and one in a while have an extra car to ship from Virden or from some place 150 or 200 miles from here and ship on to Winnipeg. We take it like this : I have half a

dozen cattle for export and I am outside and I buy a load, and probably get enough out of that load to ship in here and make up up a car load of prime cattle, steers weighing 12,000 pounds to 13,000 pounds. I often kill them myself.

Q So as to give the Brandon people a good steak occasionally?

A Once in a while I ship a car. This year I did not ship any. There are very little. I shipped grain fed cattle in this year

Q How would you dispose of that consignment in Winnipeg ?

A I ship usually to Gordon & Ironsides.

Q Without fixing the price ?

A Usually the price is made for certain classes of cattle and I get that price if my cattle is up to that grade.

Q Are the prices quoted found in the papers ?

A No, I usually have correspondence with these men for a week

Q They buy on your representations ?

A Yes

Q You ask them how much they will give you for a certain kind of cattle ?

A Yes

Q They buy without seeing ?

A Well, they have to be what I represented them to be to get that price

Q Do you deal with any other firm ?

A J.Y.Griffin, but I have not done much with him since his firm changed. There have been very few hogs to ship.

Q Why do you not go to The Gallagher, Hilman, Lafrance Co ?

A We ship to those men too

Q There is a uniform price in Winnipeg for such cattle consigned to Winnipeg ?

A That may be, but you go in there with stuff worth a quarter of a cent more a pound than the stuff I have and you get it usually.

Q The worth is what you can get for it ?

A No, it is the quality of the animal that makes the price

Q The charge is that there is a combine in Winnipeg, and they will give just a certain price, whether it Gallagher's, Gordon's, or any other abattoir, and that it is consequently unfair ?

A I cannot say whether that is true or untrue, but I have heard the same charges, identically the same, of the butchers in Brandon.

Q What do you say as to that ?

A You might say that there is a combine in wheat. Wheat is worth 78 cents today and that is all you will get for it.

Q Was there a combine ?

A Never to my knowledge was there any such thing in existence.

Q And you cannot tell whether there is any such an arrangement in Winnipeg ?

A I do not know of any. I think if there were it would ~~us~~ ~~as~~ hit us as hard as the farmer

Q And you, compared with the big exporters, would be enquiring to find out ?

A Yes, and I think if there is anything of that kind it should be broken up.

Q Can you give us any suggestions as to how we can get at that

A You are doing it the best way now

Q We are coming to you for your assistance because we are acting in your interests, can you suggest anything ?

A I have sold ~~and~~ to all those wholesalers within the last three years, to the whole outfit. The Western, Callagher's, Gordon's and Griffin's. And I ~~think~~ then there is another man, J. Brown, pork packer, I sold him hogs.

Q During these dealings was there anything that led you to suspect that there was any combination that should not exist ?

A Not particularly. I would get quotations from Gordon & Ironside and from Griffin. They are the only ones who kept me posted. There is a variation in their prices. If there was a combine they would not vary. There may be, some think that there is a combine, while others do not. There may be some things that show a combine and there are others that do not.

Q Give us those things which lead you to think that there is a combine ?

A When you get the whole five firms to quote you the same price. Look at the butchers in Brandon, but we do not offer the same price. You might get us today for the same price but not tomorrow.

Q You have asserted that there is no combine in Brandon ; now as to Winnipeg, you have told us that the price there was generally the same ?

A If it was always the same you would have to admit that there was a combine but it is not. That leads me to think there is no combine. I have repeatedly sold loads of hogs there

Q You would have no objection in concealing a combine if such existed ?

A No, I would prefer seeing it broken up. I would do better business to have it broken up, if it existed.

Q We were told that the small dealers in Winnipeg in buying at the stock yards were at a disadvantage . For instance, look at David Finn, he takes cattle to the abattoir to be killed. It is said that men in the position of Finn and Lauzon are at a disadvantage in purchasing cattle consigned to Winnipeg. They say that unless they are prepared to buy one car or half a car of cattle they can buy none. They cannot buy one or two cattle they must buy a whole car ?

A I would not like to split up a car. I would not let him pick out four or five of my best.

Q You do not know of any control which the abattoir men have over the railways or over smaller cattle dealers ?

A No, it makes no difference whether I ship to abattoirs or to the stock yards.

Q When a butcher like Lauzon makes a complaint of that kind it is the consignor he should blame ?

A Yes, take Gordon or Griffin, they are honorable men. If you were not satisfied with their price you always have the privilege of taking your cattle to another man and selling your cattle to him. There is no hard feeling at all.

Chairman :

125

Q. In going out to buy cattle, you buy all classes, exporters and butchers stuff, have you an understanding with any one that these can be disposed of by shipping to Winnipeg at certain prices ?

A That would only be matter of business on my part as to what I can do with a surplus of cattle.

Q Do you consign all these consignments to yourself or to ~~Kerrin's~~ Gordon's and Griffon & Company ?

A Both ways. I consign to those men and sometimes I would go along with them. They would be very convenient in getting them unloaded.

Q Who paid the freight in shipping to these firms ?

A I always paid the freight, every rarely any other way. I have shipped both ways. As a rule I paid the freight myself. After getting a financial statement from them was it paid out of your own pocket or by them ?

A I have done it both ways

Q How often do you pay it out of your own pocket ?

A As a rule it was taken off the cheque that was given to me

Q And they settled with the railway company ? A Yes

Q Are there any suggestions that you can make ? I think you made the statement that you thought the investigation was not making much headway ?

A Not what I have seen. I think there have been a great many statements that were unfounded. Men have risen and made statements that have not a leg to stand on.

Q I have read that the farmer was getting only 3 cents a pound and that the butchers were getting 18 to 20 cents a pound, is that unfair to you ? A Yes

Q Clear that point up and show where half the animal disappears and that many of the cuts are low prices, would you

think it advantageous to publish that ?

A Yes

Q Have you any idea how much makes a roast ? A Yes

Q The general public thinks that it runs from the root of the tail to the back of the ears ?

A There is in the neighbourhood of 60 pounds of roasts for 15 cents a pound.. There are 60 pounds of shank which would average 2 1/2 cents a pound. Then when we cut to trim off the neck there are 2 to 4 pounds. That is worth about 10 cents for dog meat.

Q Have you any idea about how much gross profit you would make on 1200 pound steer, taking hide and everything into account ?

A This year we would not even make our expenses

Q This commission is to examine into this kind of thing and to see what would improve your condition. How do you make a living ?

A We will make it before the year is through.

Q Why this conundrum-----why is the price to the producer allowed to fluctuate so much and the price to the consumer allowed to remain stationary ?

A It is not always stationary. The farmer buying a roast of beef now would have to pay more. It doesn't remain stationary in my business.

Q There is very little fluctuation in the price to consumer ?

A There is not the difference in price that there should be ; 15 cents a pound is not enough for a sirloin steak.

Q Is there any inspection of cattle here before they are slaughtered ?

A No

Q There is nothing to prevent you from putting lumpy-jawed animals on the market ?

A. No, nothing but the loss of our reputation. There is no inspector.

Q Can you evade that law ?

A I suppose I can ; the same as you can go into a man's yard and steal his wood and coal. There are the chief of the police and the medical health officer. The health officer is not paid to make any inspection. Only if I see you doing it I can look after you.

Q You think the law can be evaded ?

A I have seen in the country animals diseased which I would not buy and the same farmer would kill that animal and put it on the market . To Mr. Haggart : --

Q Did you inform the authorities ?

A I did not hear of it in time

Q It is claimed that a good deal of tuberculosis in human beings is caused by diseased animals. How would you suggest that the meat be kept free from disease ?

A It is to the farmer's own interests to have his cattle inspected

Q But the beast has it and suppose he disposes of the beast that way, how can you detect it ?

A It is not diseased after the meat is well cooked --- that is a matter of opinion with doctors.

Q Is the milk from a diseased cow dangerous ?

A Yes, I believe that is tainted. It is usually in the cow bag you find tuberculosis. I would to see a government inspector go through the country and inspect cattle and get right at it where they are raised.

Q Is there any cattle stealing being done in these parts ?

A No, although I have lost an odd animal in Brandon here ; I do not know what became of them.

Q What is your supposition ?

A There are a number of ways. They can walk away themselves

Q You do not suppose people slaughtered them after taking them away in a corner.

A Not a practical thing now. I have a better opinion of our countrymen.

Mr. Middleton : Where do you get your hogs ; in the vicinity of Brandon ?

A Yes

Q At what price ?

A All through the spring to the First of July market price was 6 3/3 cents to 7 1/4 cents per pound live weight.

Q What is the general price for hogs dressed ?

A There is 25 to 30 pounds shrinkage per hundredweight between live weight and dead. Pork has been pretty scarce this last ~~twelve~~ months. Brandon has required nearly all the pork raised. Very little has been shipped out. I do not think that there are enough hogs raised. I think it would be well to raise hogs. If the farmer gets 5 cents a pound he will get good money. They all want to make their money out of wheat.

Q Do you feed hogs yourself ?

A Yes

Chairman :

Q In shipping to Winnipeg I understand you sometimes shipped to yourself or to Gordon & Ironside. How did the freight compare with what was taken off and what you paid yourself ?

A The freight rate was just the same---it did not make any difference to me. The amount was the same on the bills.

Mr. Haggart :

Q Do you know whether the big men like Gordon, Ironside & Co. have any advantage in the question of freight ?

A Not in single cars but in train loads he would have. I would not think that I was used right if I had to pay the same

Q. What is your name?

A. There are a number of ways. I can call myself a student.

Q. You do not have a specific degree or title?

A. I have a degree in education.

Q. How long have you been in the United States?

A. I have been here for about five years.

Q. Where do you live now?

A. I live in the city of New York.

Q. How long have you been in New York?

A. I have been in New York for about three years.

Q. What kind of work do you do?

A. I am a teacher in a public school.

Q. How long have you been teaching?

A. I have been teaching for about ten years.

Q. What kind of school do you teach in?

A. I teach in a public school in the city of New York.

Q. How many students do you have in your class?

A. I have about twenty-five students in my class.

Q. How do you like your work?

A. I like my work very much.

Q. How do you like the city?

A. I like the city very much.

Q. How do you like the people?

A. I like the people very much.

Q. How do you like the climate?

A. I like the climate very much.

Q. How do you like the food?

A. I like the food very much.

Q. How do you like the culture?

A. I like the culture very much.

Q. How do you like the music?

A. I like the music very much.

Q. How do you like the art?

rate for a full train of cattle.

Q Do you know that that is the case that there are better rates given to trainloads than to car loads ?

A I have understood it to be so. That is in all trades. The C.P.R. could handle a train load cheaper and it would be natural to suppose that the charge would be cheaper.

Chairman :

Q It has not been openly mentioned in their freight rates. The official claim that a car load is the maximum unit in their freight, and that you get no advantage in shipping a train load or two train loads ?

A Possibly ; I am under an impression otherwise.

Q Suppose you bought a car load of cattle at Elkhorn and shipped them in here and slaughtered them here and shipped them to me in Winnipeg, do you come across this rule that for every car of butcher's meat thus shipped you get a reduction in rate ?

A I never went into it that way so I never heard of it.

DAVID SIMPSON, having been duly sworn deposed as follows :
TO MR. HAGGART : --

Q You are a butcher in Brandon ?

A For two years---I am in business alone---retail---buying live meat, slaughtering it and selling it to the citizens of Brandon

Q What else besides buying live meat ?

A That is all.

Q Do you buy from the farmers ?

A Yes

A Yes, by the animals or by the pound.

Q As a rule through men you send out or by farmers calling ?

A By farmers calling mostly

Q When they say they have half a dozen beeves or more you go and inspect them ?

A Yes

Q Do you go yourself ?

A Yes, generally

Q How are you governed in the matter of price ?

A I only buy what I want. If I am short the farmer comes in I offer him a price. The farmer goes away and comes back and I have to pay him what he asks if he says he has a better price. I have got to take small quantities at a time.

Q Is there any arrangement between and the other butchers as to price ?

A No arrangement whatever

Q And there is no association ?

A There is no association

Q No association as to a black list ?

A It is a pity that there is not one

Q Do you know of any combination detrimental to the producer or farmer ?

A The only combination I know of is the farmers' meat ring. Twenty or thirty of them get together and each one kills an animal each week. It is divided among them and they do not require to buy from the butcher. All in the ring gets a cut. That is a combine.

Q Does it hit the butcher ?

A Yes, but he is entitled to do that. He should not accuse others of forming combines when he has farmers' meat rings.

Q Did you hear the evidence of Mr. Birchell ?

A I did.

Q Does it coincide or agree with your ideas ?

A Yes, and I agree with him as to price. In the fall we have to take a reduced price for our roast cuts ; every butcher in this town in the fall is in the habit of taking less for meat than in the spring.

Q That is one of the troubles of your business, I understand?

A It is not business. The price of choice cuts is regulated by the demand. You can always sell steak and you cannot always sell a neck of beef.

Qr. You have no dealings with the abattoirs or larger men ?

A. No.

Q In buying cattle if the farmers so desire they can fix the price of cattle ?

A They generally do --- they settle the price I offer them.

Q I suppose the farmers in the neighbourhood of Brandon , if they so desire, can form an association by which no beef can be sold for less than 5 cents, 6 cents or 7 cents a pound ?

A It would all depend on the farmers. If they could do it it is more than the butchers would do. If they did it I would have to give them there price. I have no money to go outside and buy a car load of stock. I do my own killing .

Q A former witness says that there is no control over sanitation in slaughtering ?

A As far as I know there is no control

Q But do you think that is a right condition of things ?

A I certainly do not.

Q What would you suggest as a protection to the butcher and the public ?

A The only way is by inspection of meat. He must be a paid official. A butcher might lose that meat and he would not have

had that meat in his possession 24 hours.

Q There is a great temptation to use that animal ?

A There is certainly

Q Each individual butcher in Brandon has his own slaughter-house ?

A Yes

Q Would it not be better to have one common killing place, cheaper and cleaner ?

A As far as I am concerned I consider it would be.

Q And legislation compelling that would meet with your views?

A Yes

Q And in addition to that would you recommend a rigid inspection of meat during the killing ?

A I would certainly recommend that the cattle be inspected

Q You cannot inspect on foot ?

A Well, the government should say "I will give you three-quarters of the value".

Q Take the Jew ; the Jews' regulations are from a sanitary standpoint ?

A They have a different style of killing. They cut the throat and do not stun the animal. However I consider it would take away any fear of tuberculous animals coming into the country.

Q That is a serious question ?

A I do not think so.

Chairman :

Would you eat diseased meat ?

A I have done it.

Mr. Haggart :

Q In Winnipeg there is meat killed in the abattoirs by professionals and meat brought in by the farmer ; is the meat properly killed and dressed by a skilled person more valuable

over and above the farmers ?

A. Certainly ; by the way it is handled and by way it is bled. The farmers do not clear the carcass of blood so well as the practical man. He has not the means.

Q And the indulgent person would a quarter more ?

A It pleases the eye better and you can sell it to better advantage. It certainly is of more value in that respect.

Q Do you know the different slaughter-houses round Brandon ?

A I have been in one or two ; not all.

Q What would you say was the sanitary conditions of the slaughter-houses round Brandon ?

A Very good. My slaughter-house had to be certified to by the medical health inspector.

Q You have inspectors here ?

A That is a medical inspector.

Q There are certain districts for slaughter-houses ?

A I ^{put up} ~~haught~~ six different sites to the medical officer. There is a similar law as to livery stables.

Chairman : --

Q Have you any suggestion to make to improve conditions in your trade ?

A I would not have meat sold in small quantities by abattoirs.

Q Do they come into town and butcher it ?

A No, they have it all among themselves X

Q They do not invade your territory ?

A No, but they do not give us a chance to buy the cattle.

Mr. Middleton :

Q Would the inspection be governmental or municipal ?

A I would not say which. I certainly think it would be good to have it. Only I would like to see the butchers safeguarded. For instance, where I come from the veterinary surgeons do not seem to be able to diagnose tuberculosis once it

gets into the herd, especially if the bull has it. I certainly would not have the butcher bear the whole brunt of it.

Mr. Haggart :

Q You think that the farmer ought to take a little off the price in that instance ?

A No

Mr. Middleton :

Q Can you tell it when slaughtering the animal ? A. Yes

W.J.BIRCHELL, having been duly sworn, deposed as follows;--
TO MR. HAGGART : --

Q You are a member of the firm of Birchell & Howie ?

A Yes

Q. The former witness, J.Birchell is a partner of yours ?

A. No.

Q How long have you been doing business in Brandon as a butcher ?

A For twenty-five years retail

Q Your firm has existed for how long ?

A For twenty-five years

Q What is the nature of your business ?

A Largely a retail business

Q Your buy your stock where ?

A Buy most of it from the farmers in the immediate vicinity.

If it is scarce we have to go out 100 or 150 miles. We ship largely from Maple Creek or Swift Current. Hogs are got mostly out of farmers' wagons here.

Q And you have an abattoir ?

A We have a slaughter-house

Q You kill the meat yourself ?

A Yes

A Yes, we kill everything.

Q And you retail it among the citizens of Brandon ?

A Yes

Q Do you sell on foot any animal you purchase ? A Yes

Q To whom ?

A We sell what we have to spare to some of the Winnipeg dealers

Q Just mention the names ?

A Gorden, Ironside & Fares, J.Y.Griffin & Co.,The Gallagher, Holman, Lafrance Company.

Q Do you refer to cattle and hogs ? A Yes

Q And sheep ?

A No, I have never sold a sheep in Winnipeg ; just cattle and hogs.

Q Do you send the best to them ?

A No, not always. Usually in shipping we keep the best for ourselves. We keep what is most suitable for shop use. Light hogs we keep; heavy hogs, bacon hogs we send to Winnipeg.

We only occasionally send a car load of cattle to Winnipeg.

We never send less than a car load to Winnipeg.

Q How do you sell it there ?

A I call them up by telephone. I have not been in Winnipeg for seven and a half years. I do all my business by the 'phone.

Q You telephone different houses ?

A Sometimes. I usually send to The Gallagher, Holman, Lafrance Company. I sometimes make enquiries from other houses. Very often I find that they are pretty much the same. Though occasionally I get a different price.

Q You have heard of the non-existence of any arrangement between you as to the price to be paid to the farmer and the price you shall charge the consumer ?

A That is correct.

Q How do you fix the price you sell at ?

A Well, we have been selling chiefly in the spring of the year from 12 1/2 cents a pound to 15 cents best cuts. It grades down from that to as low as 3 cents. In the fall we reduce it. We retail quarters from 5 cents to 8 cents. a pound.

Q Do you see any of the other butchers before you fix those prices ?

A No, but it is not hard to find out. The customer generally speaks up or else she will go down to some one else. We are practically compelled to accept the same price as the others are selling at in order to keep our customers. I sometimes think the farmer gets a good long price and at other times he gets a poor price

Q You cannot give us any figures as to what it costs the farmer to produce a two-year-old ?

A No.

Q What is your turn over ?

A Forty thousand dollars a year in the shop.

Q In that is included what you sell to the abattoir men ?

A No, that is independent. Some seasons of the year we make a loss on cattle, some times we make only a dollar a beast. Sometimes it is a little close going.

Q That dollar is for your expenses ?

A No, ~~xxx~~ gross profit

Q What would be expenses of running your business ?

A I have five men and three horses. I own my property

Q When the farmer asserts that he is hardly dealt with and the butcher gets all the profit he is not speaking the whole truth?

A I do not think he knows anything about it

Q You think the farmer gets the better profit ?

A Well, I do not know, but I hope so. I don't know what profit he gets.

Q The butchers are not getting a living ?

A They are not, at least this one is not.

Q You do not know of the existence of any combine in Winnipeg?

A No

Q It would be to your interest to do away with it if it existed ?

A Yes

Q Can you make any suggestions to the commission ?

A No. The market is regulated by the old country market

Q The prices of the abattoir men are based on old country prices ?

A Yes

Q You have seen the newspaper attacks on these ?

A I have not seen much of it. I do not usually read more than the front page of a daily paper.

Q It is to your interest to do away with a combine ?

A Yes

Q You would think that there was a combine between these abattoir men ?

A I can get more from one than from another. I know and verily believe that they get their prices from the old country market. It does not look like a combine.

Q Is it generally considered that the meat manufactured in the proper slaughter-house is more valuable than that which comes out of the farmer's wagon ?

A You will find it come in the wagon all stuck over with straw. The shanks are all out of shape and you cannot cut it properly. Then you have to clean up the meat before you can sell it.

Q What are the sanitary conditions of the slaughter-houses here ?

A I have only been in two, my own and another.

Q There is no inspector ? A No

Q It is to your interest to keep it clean ? A Yes

Q If it became a nuisance there would be trouble ?

A It would be a bigger nuisance to me.

Q Would you recommend meat inspection ?

A It would do no harm.

Q Would it not be better to have one killing place ?

A You would have to have one killing place for one inspector to inspect them. You would have to have a large place otherwise there would be no room. As far as selling is concerned we could do it the same way as the abattoirs.

Chairman :

Q Do you make the same use of the by-products ? A No

Mr. Haggart :

Q In Winnipeg they suggest there as a remedy for the existing state of affairs the establishment of a public slaughter-house where any butcher can go and have his meat slaughtered and the hide and carcass returned to him at a nominal price of ---say--- fifty cents---owned and controlled by the municipality ?

A I do not think the suggestion is much good, though if I had to buy beef I would rather do it that way.

Chairman :

Q There should be a certain day of the week when the farmer could bring in meat and sell it in competition. A man might come in and buy a car load of beasts kill them and take them away from the public abattoir.. Within the last 3 years you butchers depend altogether on the prices the others pay.

Is there any butcher among you who cuts prices ?

A. Not that I know of. They have it so low they cannot.

It being the lunch hour the commissioners adjourned until 2 o'clock the same afternoon at the same place, when the enquiry was resumed.

JOSEPH BIRTLES, having been duly sworn deposed as follows:

TO MR. HAGGART : --

Q. You are a butcher ?

A Yes

Q And a member of a firm ?

A No

Q And you have been doing business---

A In Brandon since a year ago last March when I came to Brandon. Though I have been a butcher twenty miles west of here since 1888 so I have been in touch with the butcher business. I have only heard the latter part of the last witnesses evidence. I buy cattle from the farmers and butcher it and retail it. I have not sent cattle out since I came to Brandon. I used to send cattle to Winnipeg.

Q All the other butchers deny any combination between you to fix the prices to be charged to the farmers or the prices to be paid by the public ?

A. So far as I am concerned there is no combination, with the possible exception that this spring we found we were letting the hotels and restaurants have it too cheap. A circular accordingly has been sent to the hotelkeepers and restaurant keepers to say that we shall have to raise our prices this summer owing to the advance in the price of meat. That is all I know ; that only affects hotels and restaurants. I paid 10 cents a pound for mutton by the carcass. I had contracted with the hotel keepers at 12 1/2 cents. I lost 1 1/2 cents a

pound. Mutton is still advancing in price. It is 15 cents a pound today.

Q Since you are not a member or associate of any combination affecting prices, any such combination would likely affect you?

A Yes

Q Do you know of the existence of any combination or arrangement between the wholesale butchers themselves or between the wholesale butchers and others by which the prices are fixed?

A I do not

Q Do you think such a combination exists?

A I had never thought so, and have never heard anything that led me to believe so

Q The farmers and some of the papers charge that there is a combination. The retail butchers in Brandon say that so far as they are concerned there is no such. Can you suggest how we can find out if such exists among the wholesalers?

A I cannot

Q You have had very little to do with them recently?

A I had up to five or six months ago been in the habit of sending down hogs there by the car load. As a rule we get a price quoted. I have met on rare occasions a raise of 10 cents a 100 in order to induce me to sell.

Q Did you canvass the different abattoirs or packers?

A It was not usual or customary. I sold to Griffin's formerly and I thought I had not been getting all I wanted. They have a man called a culler. Sometimes they would cull hogs harder than was right. I changed my man and sold to Gordon & Ironside and they used me as I thought I ought to be used. Their man I always thought was fair and that made me continue to send there. I bought hogs and cattle from the farmers in the

country. I sent the hogs down alive.

Q In making your purchases from the farmers did you have any cinch or advantage over the farmer ?

A None whatever. I had to pay the top price.

Q Do you go to the farmer or does he come to you ?

A I travel around. I buy by the pound. I have bought chiefly by the dollar.

Q Have you any understanding with any other body in the business ?

A No, I never in my life was approached by any one else

Q You have a slaughter-house ?

A I have.

Q I am going to ask your opinion as a butcher as to the sanitary conditions of the slaughter-houses in Brandon ?

A We in Brandon suffer much as butchers because we cannot have better facilities for getting cattlex here to a place where they can be slaughtered. We cannot buy range fed cattle because our slaughter/houses are away from the abattoirs. If we had public abattoirs we could buy range cattle.

Q You decidedly admit that the sanitary conditions are not what they ought to be ?

A No, not from sanitary conditions ; it is from a business point of view. So far as sanitary conditions are concerned the public abattoirs must be better than anything we have.

Q The knowledge that the meat was killed and dressed in an up-to-date abattoir would affect its price in a way ?

A I think it would leave the retail butcher would a great deal less loss than at the present time. For instance the public abattoir would have cold storage and the butcher could pay rent for it. It seems to me it would be better from a business point of view than it is today.

Q It has been suggested by farmers and butchers that it would be an advantage from business and sanitary points of view for the city to own and control that abattoir, kill the cattle and return the dressed beef to the man bringing it and charge him a certain price?

A I think that would work satisfactorily. It ought to have a cold storage. A good many of us suffer from the want of cold storage and not properly chilled meat.

Chairman :

Q There should be two market days a week when the farmer could bring in cattle in prime shape to butchers and the butchers could buy them and have them slaughtered there. This could be done under the supervision of an official and would save the expense of travelling over the country ?

A Yes, I would like to see that done. I could buy from week to week, instead of monthly. I used to live in Sheffield in the North of England. Adjacent to Sheffield are smaller towns where they have fat cattle markets attended by an auctioneer or two, and so that the farmer can get a reasonable price the animals are auctioned. There are a great many cattle sold in that way and it seems very satisfactory to everybody. I have often wished we had a market here at which to buy at market prices. Every body is satisfied in the Sheffield markets.

I was going to ask you to permit me to to acquaint you with a greivance ~~af x~~ that exists to my mind, among such men as ship cattle and hogs to Winnipeg. Winnipeg is our only market. The tremendous freight prevents us from taking it farther east if we do not sell to one of the larger abattoirs. I have to pay the C.P.R. 3 cents. The C.P.R. will stop a car at any point ; take Alexander.

They charge me for 20,000 pounds whether I have that much or not. The C.P.R. weigh all the stock and in order to ascertain how much freight I owe them they charge me 3 cents or \$4.50 in order to let them find out how much I owe them. I do not charge people in my shop 10 cents for weighing meat that I sell to them. It is always done. I watched the C.P.R. man weigh a car of hogs in five minutes. That is the official weight. They are sold at that man's weight. There is no allowance made. I have mentioned this to different dealers, but they said that they did not wish to bell the cat. Somebody pays for that. I saw that man earn for the C.P.R. \$25 in a short time. Why should they charge anything? If I ship 15,000 pounds and I pay for 20,000 pounds freight that is enough. The big shippers pay the freight and charge it to me.

Q Do you know that it what they print in their schedule of rates?

A I think it is

Q It is suggested that they pay the freight and deduct it from the amount of your cheque?

A It was never suggested. I never have paid the C.P.R. anything in freight. It is customary.

Q Why?

A I do not know why they do it. What did occur to me was that they did it to save me from running about to the office and so on; it simplified business.

Q The large dealers weigh the hogs on their own scales and not the C.P.R. Company?

A Our car would have to be billed to Gordon & Ironside in order to have that privilege. Another thing, I might ship a car of hogs and be thirty hours getting from Alexander to

Winnipeg. There is no allowance for shrinkage and the cattle are weighed empty. I have figured this out ~~and find~~ as fine as I can figure it. I believe a car of hogs loses \$5 a car in shrinkage in an hour. It seems to me that this is a hardship and it should be removed.

Q Who should stand that shrinkage ?

A I do not know. The C.P.R. may not be to blame.

Mr. Middleton :

Q Who would be to blame ?

A I do not know. Stoppages on the way. We have only one track.

Chairman :

Q The C.P.R. acknowledges that its equipment is not keeping up with the development of the country ?

A I know.

Q If you bought a carload of hogs and shipped it to a slaughter-house and it was shipped out again as cured meat to some other point would you get a reduction on the other car you shipped in on foot for the dressed car of meat that you shipped out ?

A No, I never heard of it.

Q You know nothing of the big dealers getting a rebate from the C.P.R. ?

A I have heard of it but I have no proof. I asked a man who went out of the business and he told me he could not compete with Gordon & Ironside. He said they could get better rates for train loads of cattle. They would possibly under-sell him and could force out out if they did not want him. I have no proof; it was his idea.

Q Follow that man further---say he is going to Liverpool--- have they enough pull to buy up the space in the ships ?

A Yes, I think that exists. I have met with stock men in Winnipeg and have discussed the view. I have heard them say that a Mr Bickerdike has got all the space for a month and so on.

Q In that case it would be impossible for an independent buyer or dealer to compete ?

A Yes, during that time as it would be risky for him to go in to that business

Mr Middleton :

Q A broker can buy up space the same as they can ?

A I suppose he could, but such a ^{condition} ~~tendency~~ would have a tendency to force small men out.

Q Suppose you were a broker you would sell space to me if I were a large shipper rather than to a small shipper ?

A That would be business, yes.

Q Have you anything to suggest ?

A I am not conversant now with conditions in Liverpool and Birkenhead. I know a man who is a very large dealer there and I could get information for you from him.

Q You have not considered whether it would be better to ship the meat in the chilled state ?

A I do not see why it could not be shipped chilled the same as from New Zealand. I notice that our cattle reaches there alive and it is sold for a cheaper rate. Though I cannot see why it is sold cheaper than American cattle.

Q Do the Americans ship stallfed cattle chiefly ?

A We ship range cattle, but we ship stallfed cattle too.

Q What do you pay for hogs, live weight, now ?

A The ruling price is a bout 5 1/2 cents a pound. Up to a week or two ago I paid 7 cents a pound

Q How do you account for that drop in price ?

A It has dropped in Winnipeg. It must ^{be} because a great many hogs were thrown on the market. It is on account of the glut just now on the market.

DR. JOHN A. MACDONALD, having been duly sworn ,
deposed as follows : --

TO MR. HAGGART : --

Q. What is your official capacity, Dr. Macdonald ?

A In the city here, medical health officer.

Q We are investigating the meat business, and the sanitary conditions of the slaughter-houses may affect the meat trade, if not directly by inference ; the commissioners are entitled to make enquiries in that respect ; we have examined owners of some of the abattoirs ; naturally they say that their slaughter-houses are in proper shape, have you occasion to visit them ?

A No, not this year. As a matter of fact the medical health officer's duties do not require him to do so. It is the duty of the health inspector to investigate and inspect the premises and if he requires me I go with him and inspect. I have not been at any of the slaughter-houses this year. I went last year and inspected them and brought in a report to the city council. I recommended a public abattoir, but with the laxity of a small town where the finances are not flush the recommendation was turned down.

To my mind private slaughter-houses cannot be kept in an absolutely sanitary state, that is, so that flies are excluded, so that the possible presence of stenches are abolished, so that in fact slaughter-houses are in what is called a sanitary condition.

In the majority of slaughter-houses the offal and blood is given to the hogs which are sold to the public, a condition of affairs, which though not absolutely dangerous, causes the public to abstain from buying hogs slaughtered there, and they buy from the farmers instead.

It is the presence of these hogs round a slaughter-house that produces the flies and filth that are serious. Those pigs certainly have not the reputation of being clean. Most of the slaughter-houses are on the bank of the river. And what refuse can be drained in is drained in it. Of course, all the sewage is drained there. The trouble is that it soaks into the ground. The sewage from a slaughter-house is very bad. There is no reason why they should be dotted all over the sky-line. One slaughter-house, properly ventilated, with water and so on is an up-to-date institution. The present system is out of date and should be changed absolutely.

There is no inspector of meats or food supplies at all. In this town the chief of the police is everything. His multifarious duties prevent from inspecting. I believe they are all honest. I do not believe the butcher will but up tubercular meat. It is pretty hard to throw the carcass away. I do not know how far it might be affected. There is no law for the disposal here of that meat.

Q. Some such system as you indicate is imperative ?

A. Most decidedly so. It is too much of a strain on a man's honesty to pay so much for a steer and he cuts it up and finds a little tubercular deposit in the liver or lung, and it is otherwise pretty good meat. It is hard for a man to report himself You can detect it without a microscope. If you had to rely on the microscope you would would not detect it nor would the butcher . I do not think that the meat is dangerous if it is well cooked, but the people like it underdone.

I am in hopes that the result of the deliberations here that the city may see its way clear to establish an abattoir. There could not be any possible reason for the butchers to object to there being any killing done. The public is entitled to demand that and enforce it without any trouble.

I was talking to some of the officials of the C.P.R. and I was speaking about a slaughter-house here, and one said "If the people have such an objection to using the meat slaughtered in the way it is slaughtered and in its filthy surroundings, why does not some ~~an~~ enterprising butcher get in a car load of chilled beef?" They were considering the advisability of installing a cold storage service similar to Swift's. As to it being cheaper, the butchers could arrange that, that is their business. But the public would rather pay half a cent a pound more in order to get it sanitarily prepared. Some slaughter-houses are clean but many are not. You can hardly blame the butchers because it costs a great deal to many.

Q. Anything in the scope of this investigation we want to put in the fullest report possible, is there any further suggestions that you can give ?

A No.

Chairman :

Q. Do they feed the offal to the hogs in its raw state ?

A. Yes, blood and entrails.

Q I thought it was the rule to boil them?

A I do not think so.

Q I found that some of them boil it and mix it up with barley chop ?

A I have seen it neither boiled nor cooked ; or it must have been very underdone. We try to have these slaughter-houses as far as possible from the city because they do smell. The last thing a municipal council looks after is its health.

They lay pavements and get water and get anything very superficial complete, but unless it directly interferes with the individual member, the council does not take any notice.

Mr. Haggart : --

Q Can you give us any other points in connection with this public abattoir ?

A. No, I do not think so. I do not know whether the question of tuberculosis has been taken up---the question of its prevalence. In the better grade of cattle you are more likely to get tuberculosis than the range fed.

JOSEPH BIRTLES recalled. He stated : --

A. When you mention the advisability of having the food inspected, I say you must have a meat inspector who knows meat or else it would be any good at all. I have had occasion in my earlier life to be mixed up in that sort of thing. Where I was there was a thorough judge. I used to get ten shillings for dressing a fallen beast. Among the poorer classes they eat much that is very doubtful.

The inspector was a conscientious man. He would say "I can eat that". He did not like to destroy a good animal. If he thought that he could not eat it himself no one else should. When in doubt he would get perhaps two or three old butchers and ask their opinion about the beasts and would leave it to their decision. The necessity for a meat inspector is shown in the fact that a man in Alexander had a beast about calving and it was sick. While he was in at dinner she began to calve and the sows tore her hind quarters to pieces. He took that animal and sold it in town for food.

Dr. Macdonald : I would not like to eat it.

The witness : The meat inspector could prevent lots of this.

THOMAS FARRAR, HAVING BEEN DULY SWORN, DEPOSED AS
FOLLOWS: TO MR. HAGGART :--

Q. What is your partner's name ?

A. J. C. Knight.

Q. A former witness ?

A. Yes

Q. You do business in Brandon under the firm name of Knight & Farrar ?

A. Yes

Q. Did you hear the evidence this morning ?

A. We cannot both be here together. I generally do the buying from the farmer.

Q. What do you buy from them ?

A. All kinds of stuff, beef live pork, mutton, calves, all in the line.

Q. I think your partner said that you used all your purchases in the business here ?

A. Yes

Q. And that you only bought what was necessary for that ?

A. Yes

Q Your partner says that there is no combine here amongst the butchers ?

A There is not

Q You know what that means ?

A Yes, there is no combine at all I am sorry to say.

Q You have nothing to do with the wholesale butchers ?

A No

Q Do you buy from the farmers by weight or by the beast ?

A By buy weight. We buy by the dollar if we can or we weigh them. Sometimes they will not weigh and want so much a piece, and others only sell by weight

Q Where do you weigh them ?

A Mostly on the city scales. If near a small town we weigh them there. Lots of farmers have their own scales on the farm.

If we have to travel them in 10 or 15 miles we allow for shrinkage ; it would make a difference of say 50 pounds.

Q. I suppose it is the custom amongst all butchers to weigh with so much shrinkage without doing any physical injury to the animal ?

A We have some people outside the city limits who fill the animal up with water for which we have to pay at the rate of 5 cents a pound.

Q Is there any arrangement between you and other buyers as to what price you shall give to the farmer ?

A No.

Q The farmers and the newspapers assert that there is some combination that enhances the price of meat ?

A I never saw a farmer that was satisfied yet.

Q Some great public journal has made that assertion ?

A They should go into the butcher business. I would be pleased if they went into the butcher business, they would then get

wise to what they are talking about.

Q If not charged, it has been insinuated that there is never more than one buyer in one locality

A Well, I have bought pretty well all over this country. I found this out in a good many places, say Baldur, I offered a fair market price and the farmer says : "I have always sold to so-and-so ; we don't care to change", so I had to come back without.

Q It might be that you would say to Burchell : "I, Farrar, will take the north, you take the south, some one else the east and so on " ?

A I would take nobody's word who said that.

Q Does such a thing happen ? A No

Q We were told that in a certain place that a man never saw but one buyer for the whole season ?

A That might be. I would go to some of those places, but men do not go there ; you expect to be robbed. You cannot buy their stuff. The idea is they want too much money all the time to deal with them. You just let them keep their cattle. Those are the only places where buyers might be scarce.

Chairman :

Q Are there many people getting boycotted, that is, bringing it on themselves like that ?

A Yes, lots of them, or rather a good many of them where a butcher does not call once a year.

Mr. Haggart :

Q Do you buy dead meat from the farmer ? A No

Q Tell us briefly what you have to suggest as to a public abattoir and rigid meat inspection ?

A Under the present system I suppose it would be all right.

Q Have you thought it out ?

A If at any time there is an abattoir it is likely to create a combine.

Q It would be an improvement over a dozen or half a dozen little slaughter-houses scattered over the outskirts of the city.

A It would be. The council put these places on the outskirts of the city where there is no water nor sewers. I wanted to erect a slaughter-house and the C.P.R. came along and wanted my land and I had to go out. I had to go out to the city limits., and the rural municipality said "Go back, to your City". I asked the council for a place. They told me to go to the nuisance ground and do my slaughtering and I refused to go. I got within 600 or 700 yards of it.

Q You understand that any person with a dairy would object to a slaughter-house near ?

A Yes, I would suggest that the hutchers be allowed to slaughter right in their shops, right on Main street. Right in his shop.

Q Any other suggestion that you can give to the commissioners?

A. No

Chairman:

Q. If there is anything that you think that you can add to report it ?

A. No.

Q You have given us already your ideas of a well equipped public abattoir, would you not be benefitted by it ?

A. No, but I think the system we have now is good, although we have no water or sewers.

The Commissioners at this stage of the proceedings adjourned to meet the next morning, Saturday, August the 3rd, at Minnedosa.

SITTINGS held in the Council Chamber in the Town of Minnedosa on Saturday the Third day of August 1907, commencing at 10 o'clock in the forenoon, Before Commissioner Campbell, Chairman, and Commissioner Middleton.

Alexander Haggart, Counsel for the said Commissioners
Horace A. Craig, secretary.

ANDREW WADDELL, having been duly sworn deposed as follows

TO MR. HAGGART : --

Q. What is your occupation ?

A I am a farmer and cattle dealer

Q Where do you live ?

A About 6 miles southeast of Newdale

Q How long have you been in the cattle business ?

A In Manitoba one year and in Ontario about twenty years

Q What is the nature of the cattle business that you transact?

A. I buy and ship to Winnipeg

Q Buy from whom ?

A From the farmers

Q Since you have been here in the business to the best of your knowledge how many cattle have you bought and shipped ?

A Since the 1st of March about 10 car loads. Before that I sold at ~~shipped~~ home. Last summer I sold at home. to other buyers who did the shipping.

Q How do you buy by the pound or by the individual animal ?

A Both at present by the head ; stallfed cattle by the pound

Q What have you generally paid the farmers from the time you started ?

A From 3 to 5 1/4 cents per pound at Newdale. The 5 1/4 cents was for only one extra good lot of cattle. They were run out and fed.

Q Was 3 cents a pound the last you paid ?

A I cannot say. I might have bought some by the head. I never paid less than 3 cents by the pound.

Q You buy as cheap as you can ? A Yes

Q And you get the best price you can ?

A Yes. I stallfeed some. I have raised quite a few. I have fifty head at the present time

Q You have heard this commission read ? A Yes

Q And you see the scope of this enquiry ? A Yes

Q The farmer, through the newspapers, complain that he is not getting enough, that he is not getting his share, that somebody is getting too big a profit ; now you buy as cheap as you can like every other business man ? A Yes

Q About what profit do you get ?

A Well, not too much. Some loads I made very little on. I have shipped cattle and made very little on them. Perhaps \$2 or \$3 a head is about the highest on any load I have shipped. Some I did not make anything on.

Q You have not become a millionaire ?

A No, and do not expect to

Q From what territory do you buy your cattle ?

A About ten miles round Newdale

Q You do not come round this far -- Minnedosa ?

A No

Q Are there any other buyers in that district ?

A Yes, there are David Hamilton north of Basswood and Miller & Brown who are here and come out last summer. I sold considerable to them off my place. Miller & Brown are of Rapid City. Miller is a butcher. I do not butcher.

Q Is there any arrangement between you and these other cattle buyers as to the price you shall offer to the farmer ?

A No, there is not.

Q Do you know of any arrangement or understanding by which certain prices, and certain prices only are to be given to the farmer ?

A No, I do not

Q How do you arrive at the figure that you will offer to the farmer ? When you are making up a car load ?

A I use my own judgment on what the beast is worth. I keep in touch with the market prices

Q You buy on market prices alone ?

A Yes, and sometimes higher than what the market is

Q And take chances on the market rising ?

A Yes. These cattle I speak of were not worth the money that I paid for them, but I paid it. I took chances. They turned out all right. They did not lose ~~me~~ any money.

Q You are in a position to offer whatever price you like ?

A Yes

A You buy for yourself alone ?

A For myself

Q You are not a buyer for any wholesalers or abattoirs ?

A No

Q And the abattoirmen have no control over you ?

A No, they have ~~not~~

Q Do you sell generally to one abattoir ?

A No, I sold to several--To the man I can do best with

Q To whom ?

A Western Packing company, Griffin & Company, and the Northwest Meat company. Have sold mostly to the Western Packing company.

Q You are at liberty to sell to any one ? A Yes

Q In your position you ought to be able to form some judgment as to whether there is any arrangement between these wholesa-

lers to keep to certain prices only ?

A I do not know of it if there is

Q If such an understanding or arrangement existed it would hurt you ?

A Yes, it would.

Q When you have a fairly good consignment and you take it to Winnipeg, you interview these people, you would be able to form some judgment as to whether they are acting in concert?

A One of the dealers I showed my cattle to, and he said it was not good enough for him. It was Braden (Griffin & Company.) I asked him what would they bring and he said if I could get 3 cents sell them. I sold them for considerably more to another dealer. I did not take his bid. That did not show any combine between these two parties.

Q Have you not gone there sometimes and got substantially the same bid ?

A No. I have got higher bids than I have got from the first

Q There is never anything like this : Now we have arranged to give a certain price only. You can be guided by that as to what you shall pay the farmer ?

A No, only on hogs but not on cattle.

Q Never anything like that takes place ?

A No, not on cattle. They all seem to be the same price on hogs. I have not sold any cattle to Gordon & Ironside.

Q There is a claim put forward that the farmer gets too little and the consumer who gets the meat pays too much and between them the middle man gets too much ?

A There are a good many farmers selling cattle not fit to ship to the market. If they would get a better breed and feed better they could sell them at any time. Perhaps it is these

men who are making the complaint. They want a better breed and better feed. They would go past Winnipeg then.

Q You can always get a better price for cattle for Montreal or Liverpool ? A Yes

Q There is too much of a low grade of cattle ? A Yes

Q That tends to reduce the price to the farmer? A Yes

Q And if the farmer had more prime cattle it would be better for the trade ?

A Yes; there is a better demand

Q When you take a car load of cattle it is said that this thing exists : That the abattoir men have the advantage over the smaller dealers. They cannot buy to the same advantage as the abattoir men ?

A It is a thing I do not know. I cannot say

Q You have never sold to any of the smaller dealers such as David Finn or J.B.Lauzon ? A No

Q You went to the abattoirs and made your sales there ?

A No, I sold to the men on the market

Q Do you sell any to local butchers ?

A I sell a few to the butcher in Newdale at the present time.

Q How many butchers are there in Newdale ?

A Just one. He does not pay too much for them.

Q Can you give the commissioners any information or suggestions that occur to you that would be of use to them in making their recommendations to the government ?

A I do not know that I can.

Q Do you know of the existence of any combine or arrangement or association to fix or regulate the price of meat ?

A No, I do not.

Q Whether the price to be given to the farmer for the animal nor the price to be charged to the consumer ?

A No, I do not know anything about it

Q Neither in Winnipeg nor out here ?

A No, only what I have seen in the paper

Q It does not appear to you that the profits of the middle men are too great. When you pay even 5 cents a pound on foot they should not pay so much to the butcher ?

A He should get his meat at the present time cheaper than he did a month ago. Cattle are not worth as much now. At that time when cattle was selling high I do not know that one could buy meat cheap.

Q The butcher cannot offer to sell to his customers cheaper ?

A They should now

Q Whether it a living profit or not you do not know ?

A No

Q Do you deal in pork ?

A I buy live hogs and ship them ?

Q You buy them by the pound ?

A Yes, the highest I paid was 6 3/4 cents a pound. That was 4 weeks ago. At the present time they are worth about a cent a pound less --- one cent a quarter a pound less. If I have not filled a car I put in cattle and ship a mixed lot, cattle in one end and hogs in the other.

Q There is less variation in price as to hogs than there is in cattle ?

A Hogs have gone down

Q I mean from the different abattoirs ?

A They all pay about the same price for hogs, I think so.

Q You don't know whether that is the result of any arrangement or understanding ?

A The bids I got were all about the same from the different buyers.

Q Are you a member of an association which has for its object the fixing of the prices of beef and hogs ? A No

Q Does it exist ? A No

Chairman :

Q In shipping to Winnipeg and selling to the big dealers who pays the freight on them ?

A I paid the freight the last time myself. We pay the freight. It is kept off. They pay it to the railway/company and keep it off our bill, or we can pay it ourselves. It does not make any difference.

Mr. Middleton : Are the facilities satisfactory ?

A The last run I got we have no complaint to make .

We left Newdale between 2 and 3 o'clock and was in Winnipeg between 2 and 3 o'clock in the morning. There have been times when we did not get good runs. It is the C.P.R. we ship on. They are trying to do better.

Mr. Haggart :

Q Do the abattoir men say to you : Mr. Waddell, we will pay the freight here. We can do better with the railway company than you ? A No

Q You think that you can get as good freight rates as they can ?

A I do not know about that . In shipping through to the old country they may get better rates than us.

Q Some dealers complain that the abattoir men cinch them on shrinkage ?

A They shrink enough.

Chairman :

Q. Do they ever take 5 per cent off in addition to the shrinkage ?

A. No if so they would take the while beast. They shrink from 50 to 190 pounds. Each animal has shrunk that much with me. The average is X 75 to 80 pounds. They will shrink that after standing 12 hours

Q One butcher has complained that he has to pay for weighing the hogs ?

A In Winnipeg ?

Q Yes ?

A No, I have nothing to complain of that.

ALBERT ROBERT FAHNING, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q Where do you do business ?

A In Newdale

Q As a butcher ?

A No, I have not been in the cattle or hog business for three years. I am in several things but not in the cattle trade at all.

Q Are you familiar with the conditions that exist now ?

A No.

Q You were then ?

A Yes, in the hog business, but I never shipped a load of cattle.

Q You keep in touch with the cattle business ?

A Oh, slightly.

Q Can you give the commissioners any information ?

A I do not think that my evidence would be of any account

Q Is there any combine for the restraint in price ?

A Not that I know of. In hogs the prices quoted were the same but there was a variation in the weights say for a No. 1 hog. For instance one would go from 125 pounds to 300 pounds, and another would go from 150 to 250 pounds.

Q Which indirectly affected the price ?

Q So that if there had been a combine they would very likely have all been graded in the same class ? A Yes

Q You are not familiar with the meat trade now? A No

Q As a consumer do you think these butchers and cattle dealers have too much profit ? You ought to be in a position to judge ?

A Our butcher is the poorest man in the Country. They change but^{ch}ers in Newdale every two days.

Q Does he make a fortune in that time ?

A No, he gets out.

Q You have observed the progress of this agitation and the way the farmers have been writing letters ? A Yes

Q Have you any interest in the meat trade now ? A No

Q What is your opinion of the charges that have been made ? You ought to be able to form a judgment ?

A I am of the same opinion as Mr Waddell that if the cattle were good and in good shape they would get a satisfactory price

I think so. We had evidence in the spring. They got 5 1/4 cents where the cattle was good. Perhaps another man was selling for 3 cents a pound. I know there was a keen competition for those cattle by the different buyers. It was honest competition.

Q Was there any combination amongst the buyers against the farmer ?

A I do not know ; I would judge not.

Q Do you think that there is any combination amongst the wholesale men as to the fixing of prices ?

A I really think that there is some arrangement. I think there is in every other business ; they try to make arrangements. I do not know how or where they do it. I do not say that they are unreasonable

Q Do you say that the farmer gets too little and the consumer pays too much , and that the middle man gets too big a rake - off ?

A No. Not by everything else in the country. When I was in the business I had a complaint on shipping. They would hold us from one to two days after loading up at Newdale. That condition is improved now

Chairman :

Q Still the railways have not enough motive power yet and they acknowledge it ?

A Yes

Mr. Middleton :

Q This last shipment ~~cost~~ you caused you quite a loss ?

A Shrinkage was heavy ; some times dead hogs when the weather was cold. I wired but it had no effect. I had to stand the loss from dead hogs and shrinkage.

Q You never sold at the point of loading ?

A .I think I have

Q Any deduction made on loading ?

A We charge shrinkage to the farmer, and then there would be a big shrinkage in Winnipeg.

Q How much would you shrink the hogs ?

A Generally 5 per cent

Chairman :

Q Suppose you were paying live weight, did you ever give the farmer the option of pay the 5 per cent shrinkage or 20 c less a hundredweight ?

A No

Q Did you find the facilities in the stock yards against your interests in any way ?

A Well , in the weighing of cars I do not think it was any too satisfactory.

Q Nothing about the weights ?

A Oh, no.

Q If you have no grievances you cannot suggest a remedy ?

A I cannot

Q You are perfectly satisfied with the prices for meat paid by the consumer ?

A No, I have never complained about the price, but I have complained about the quality.

WILLIAM GRAYSTON, having been duly sworn deposed as follows :

TO MR HAGGART : --

Q What is your business ?

A Farmer.

Q Where do you reside ?

A At Newdale.

Q How long have you lived there ?

A 10 years

Q Are you a cattle raiser ?

A Yes

Q What is the size of your herd ?

A Probably twenty-five at the present time, but some times we have had twice or three times that much at one time that we have bought for feeding purposes. At the present time they are pure breds. I am ~~not~~ a pure bred stock raiser--in the business. They are of all kinds with certain limitations.

I would not begin to feed anything that was not good.

Q Your idea is to prepare for the market prime cattle ?

A Yes

Q Where do you sell ?

A At home always

Q To dealers who call upon you ? A Yes

Q And you try to get the best price ? A Yes

Q How long have you been in the business ?

A Probably 4 or 5 years ; I have done some feeding

Q How do you sell ?

A By the pound always

Q The purchaser always gives you your price ? A Yes

Q And you try to get the best price ?

A Certainly

Q You have seen these charges about there being a beef trust or combine ; if such existed it would hurt you ?

A Certainly

Q And you would have no sympathy with it ?

A I certainly would not

Q Have you made any enquiries in that direction at all ?

A I cannot say that I have

Q Well, what is your view as a producer of cattle of the existing situation, what do you think of the conditions ?

A In regard to first class cattle, if there is a combine, which I am not prepared to say, our evidence would be to the contrary. We believe it to be honest competition always for good stuff and we have nothing to complain of, I think, in that direction at all.

Q What is depreciating the cattle business ?

A The amount of low grade stuff that is put on the market . Too much low grade stuff that cannot go beyond the local mar-

ket. Bringing low grade stuff into Winnipeg which brings a low price it re-acts on other better lines. The farmer has it in his own hands. Breed and put good cattle on the market when meat is scarce. I have noticed the ones that have had the complaints to make. You know the fuss the Tribune made asking farmers to write to the paper. I noticed one from our district complaining about the low price he was getting for his cattle.

I know he was marketting his cattle at the cheapest time of the year, and he had only a very medium grade of cattle.

Talking with men who have shipped there is one thing that will re-act on the trade is the weighing of cars in Winnipeg. No matter what distance a man has come -- a man may get 8 to 10 cents at Newdale. Nearer it will be lighter and farther away it is heavier still. I think that ought to be changed so that the cattle can all be fed and watered; so that one can feed, water and weigh them in right condition. A buyer must protect himself. He knows that he is up against a shrinkage of this kind and it must go on the buyer, the farmer or the producer.

Mr. Middleton :

Q Would it be an improvement to have larger cars and feed them in the cars the same as on the other side ?

A I don't know for sure. It might for long journeys.

Mr. Haggart :

Q Is there anything more that you think would be of use to the commissioners ?

VA XI hardly think there is

Chairman:

167

Q Do you find it profitable under the conditions with you if you have been buying and feeding cattle in the winter ?

A Yes, quite.

Mr. Middleton :

Q Explain a little more on this shrinkage ; was it taken off the cattle on cars ?

A It is in the shrinkage of the cattle on the cars

Q They were not shrunk when weighed ? A No

Chairman :

Q On account of the shrinkage which the cattle dealer loses it reflects on the price to, the producer ? A Yes

JOHN LINDLEY COOK, having been duly sworn deposed as follows,

TO MR. HAGGART : --

Q Where do you reside ?

A At Newdale

Q What is your business ?

Q Farmer and feeding cattle

Q How long have you been there

A I have been feeding cattle for thirteen years

Q Do you buy cattle or raise them ?

A I raise very few, I buy.

Q In what district do you buy ?

A South of Strathclair and Shoal Lake last year , previous to that in Russell and Churchbridge.

Q You buy from the farmer ?

A Yes, but of late years mostly from dealers.

Q From parties who purchase from farmers ? A Yes

Q You buy from dealers those not fit for immediate use ?

A My reason in buying from the dealer is that I can select my cattle. I cannot do that with the farmer. I go to his bunch and select the type of feeder I want

Q You keep feeding them all the year round ?

A No, I usually put in a bunch on November the 1st and figure on them coming out any time from the 1st of July

Q You try and buy them as cheap as you can from the farmer ?

A Yes

Q In buying from the farmers have you any understanding with the other dealers that you shall give the farmer only a certain price ?

A No, I just buy what I can buy the cattle at.

Q You buy by the pound or by the individual animal ?

A Mostly by the pound

Q Both from the farmer and dealer ?

A Of late years mostly from the dealer. If I go to the farmer to buy. He has ten and he wants me to take the whole ten, when only three or four are good.

Q Do you know of any combination to keep down prices to the farmer ?

A No

Q If such existed you would know it ?

A Yes

Q You are pretty familiar with the other cattle dealers ?

A I never heard of anything of that kind. I have never had any understanding of that kind.

Q There never was any understanding, say that for the next month you will give them a certain price ?

A None whatever.

Q Is there any such rule as this : And do you ever act on it it when you are buying or do other traders act on it : "A" will take the territory south and "B" will take the territory

further north and "C" will go west and so on, so that they will not be all travelling over the same ground ?

A I do not know of anything of that kind. I am not a regular cattle buyer. I am buying for my own feeding.

Q For the cattle you have to sell, you want a fair value ?

A Yes

Q If a combine like that existed against you you would like to have it removed ?

A Yes

Q To whom do you sell ?

A To different firms. For the last 4 years to the Western Packing Company

Q What is the manner of making the sale ?

A When my cattle is ready I write to the different firms and tell them I have so many ready for market and ask for a price ?

Q You sell at the highest price ?

A Yes, I put a price on the cattle and try to get it

Q Do you ever get back from the whole four or five firms exactly the same figure ?

A No, they usually send their man to look it over. We try to get together on the price and I try to make the best sale.

Q Do you think that there exists any combination to keep down prices to cattle producers like yourself ?

A For my part I have had no experience of anything of that. There always appears to be good competition when the cattle is ready.

Q You have noticed this agitation in the newspapers a little over a year ago, did you read any of those letters ?

A Yes, some of them. My opinion of the situation is that the trouble is with ourselves as farmers. We do not get our cattle in first class shape. My experience has been that I have had no trouble in getting a good price. Sometimes in

the early days when I was feeding I lost money on cattle, and I think it was a good deal my own fault. Probably I did not understand the business well enough.

Q As to shipping --- any observations ?

A No, because the biggest trouble we have is on the shrinkage. I think the weighing off cars is bad. It does not put the buyers on an equal footing. Take the men from Newdale, Neepawa, Portage la Prairie, they all have different shrinkages. The man whose cattle has the longest run suffers the most. The buyer at Newdale will have the most shrinkage.

Q That is purely a matter of contract between the shipper and the consignee ?

A. Yes. I have sold my cattle on the Toronto market. Every man there is on an equal footing. You have the privilege of feeding them. The shipper advises ~~when~~ or decides when they go on the scale. You have the privilege of feeding the cattle. Then you put them on the scales. They should be in a normal state, neither starved nor over-fed.

Q As to freight : Do you know if there is any difference as to the amount of freight when you pay it and the the abattoirs do so ?

A I do not know.

Q They pay the freight and deduct it from the amount of your purchase money ?

A Yes

Q From the other end we have heard complaints like this : That at the stock yards they cannot get a square deal ; that the abattoir man can purchase to better advantage ; what have you to say as to that ?

A I cannot say I have had that experience.

Q You are obliged to sell to the abattoir men ?

A No, I do not think so. I always try to have them sold before I go to Winnipeg.

Q Have you gone there unsold ? A Yes

Q When you are there with your cattle do they ever take advantage of that situation and keep away from you with a view of making you sell at a lower price ?

A I cannot say that they did. I have been there and did not get the price and have taken them right on to Toronto.

A I could not say that there was any combine

Q Taking them on the Montreal or Toronto is a big risk ?

A Yes, but any time I took them through I did better. But I would not say that there was a combine

Chairman :

Q Why did you have to go to Toronto with these cattle ?

A I just could not get the price I wanted. I thought the cattle was worth more money and I simply would not sell on the Winnipeg market.

Q You were not held up ? A No

Mr. Middleton :

Q You had the privilege of feeding at Toronto ? A Yes

Q Give us a statement as to how you feed ?

A It is in the yards. Bran, with parley and oats, mostly barley and a percentage of bran.

Mr. Haggart :

Q Can you give us any suggestions in the interests of the men in your branch of the trade ?

A I think that if we could improve our cattle and get a better grade and feed to have them finished for export our prices would not be very far wrong.

Chairman : --

Q What do you think of a municipal abattoir and two market days for cattle where any body with cattle fit for beef can go there and buyers can go there. This could be used by the small butchers or anyone else who wished to use it----a well-equipped abattoir that could make use of the offal ?

A I certainly think it would be all right. We have a class of cattle put on the market in September and October and I think anything that would keep that market steady at that time would have a tendency to help the raiser of cattle.

Q In your experience do you think that there is a lack of confidence among the producers and dealers. If it does exist would something of that kind steady the market and give the farmer the idea that he was getting value for his cattle ?

A I think it would enlighten the farmer to load up his cattle and take them to Winnipeg. because he would see his cattle there and compare them with other cattle. He would see then if he were getting a fair price. He might not be satisfied with the home price. He would go more extensively into feeding. His cattle would compare with other unfinished cattle

Q And there a man could not possible be held up ?

A. NoQ And his beef could be put in cold storage ?

A Yes. Too many unfinished and inferior cattle go on the market just at the finish of grass. It seems as if everybody wants to get rid of cattle.

Q They should go in more for winter feeding ?

A Yes. If they were evenly distributed throughout the year there would be a better average price throughout the year. All the experience I have had is that when I had the stuff I could get the price.

JOHN G. MILLAR, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q Where do you reside ?

A At Rapid City

Q Your business ?

A Butcher business and live stock shipping.

Q You do not produce and feed cattle yourself ? A No

Q You buy from the farmers, butcher and sell to the people by retail ? A Yes

Q You buy for shipping and ship to Winnipeg generally ?

A Yes

Q How long have you been in that business ?

A About 17 years

Q How do you buy cattle from the farmer ?

A Both by weight and per head

Q Are there many other buyers there besides yourself ?

A yes, there are a number of buyers in that district and ex-buyers all dabbling in the trade. There are a couple of buyers who buy and hold it in herds. They sell at home generally.

Q Agents of Winnipeg firms ?

A No. Any way they can get the best deal. I buy from local men, some go to Eastern Canada for feeding. Some sell to railroads.

Q Is there any agreement or understanding between you cattle buyers as to what price you shall give ? A No

Q What price do you give to the farmer ?

A The price I expect to give.

Q Are you dictated to by the Winnipeg people or any other person as to what price you shall offer the farmer ?

A Not at all

Q You buy as cheap as you can ?

A I always endeavor to give a living price and one that will give me a reasonable profit ?

Q Do you ship yourself to Winnipeg ? A Yes

Q You do not feed cattle ?

A Not practically speaking, no.

Q In shipping to Winnipeg ?

A I deal practically altogether with the abattoirs. I sold for a great many years to J.Y. Griffin ; latterly to The Gallagher, Holman, Lafrance company

Q Do they all offer you the same price ?

A No, not always

Q Do you think these people in Winnipeg have any understanding among themselves in buying cattle from men such as you ?

A No. However there may be an arrangement amongst themselves They do not want to cut one another's throats. I do not know of any more reasonable arrangement. I have never gone to the stock yards but that they appeared to be fair and above board. So far as I knew there is nothing in the way of a combination.

Q If there was it would hurt you ?

A It would certainly affect me. It would affect everybody. It would affect the farmer.

Q You have no knowledge of such a state of things ?

A No

Q You know the scope of this commission/? A Yes

Q The desire of the commissioners is to obtain all the information they can ; can you help them in any way, as a practical cattle man ?

A With regard to my side, I think the dealer has a good deal

to contend with in the stock yards at country points. They are open and have no shelter, no covering. No water. In the summer time in the shipping of hogs and cattle, a hot day will come and there is no shelter for the farmer's hogs, with the result that he loses a number of his hogs which would otherwise have been saved had he water to give them.

Then in the winter there is no protection from storm. They may lie in the yard from ten hours to a week. I have lain nine days in a town on account of a storm. I had to drive them to a stable to save their lives. That conditions of affairs should be bettered.

Another thing the tanks along the lines of railway are not furnished with appliances for watering stock or spraying hogs. The sides of the cars are barred up and you cannot get water in to them. They should furnish hose at every water tank. It is necessary to have the hose to spray the hogs. Last month the loss has been serious. I have known men who have lost five and six in one car.

I believe the time has come for us to have union stock yards at Winnipeg. The C.P.R. Yards are practically the market today.

Shippers on the C.N.R. or Midland Railway must transfer either directly to the abattoir or to the C.P.R. yards to get in touch with the buyers. Now that all the railroads are centralizing I believe that the time has come for a union stock yard, with the privilege of feeding and watering there.

Chairman : That is the rule in other counties ?

A. Yes. The man who comes in 25 miles from Winnipeg is on the same footing as the man who comes in with a car load of cattle from Maple Creek, as far as any allowance is made.

He sells as they stand, the 25 mile man and the 250 mile man have the same advantage

Q You mean yards at which all routes of travel have one common point ?

A Yes

Mr. Haggart :

Q Controlled by an independent corporation or by the railways jointly ?

A That is a question as to whether it would not be best handled by the city, government or private corporation.

Q There have been steps taken to ask the city to put in a stock yard or to give the person operating them certain privileges. It is question whether it is wise to let it go into one man's hands

A Sometimes they form independent companies

Chairman :

Q What would be the advantages over the present condition ?

A At present on the C.N.R. all stock is delivered on transfer. It lies there until the C.P.R. is ready to move. That part of it is to their convenience. and not to shippers. Stock should be handled with the greatest expedition. On the road running exposure to the elements is not bad. In the heart of a railway company's yard without a breath of air it is dangerous. The C.N.R. does not exert itself to get them moved into the C.P.R. yards.

One thing has been spoken of here, having a market or fair day in Winnipeg. I do not know that that would be an advantage unless the prevailing conditions change. If we can make Winnipeg an export market it would be all right. At the present time 3 days a week would mean that the stock would have to be held on for days at the expense of the man in Winnipeg, either small or large buyer. You must have buyers and sellers.

Chairman :

A witness gave us the way in which it was managed at Montreal, but you say Union stock yards would be more suitable to our conditions than a regular market day ? A Yes

Q The cattle would be coming in all the time at the union stock yards and there would always be cattle there ?? A Yes

Q There are seventy-six butchers, retail, in Winnipeg. They might be buyers under those conditions. They might have their cattle killed at so much a head. How would that affect you ? These seventy-six butchers buy principally from the abattoirs. If they had market days such as has been suggested each one of the seventy-six might be buyers ?

A There is nothing to hinder any man from buying in the C.P.R. yards today.

Q A small butcher cannot buy a car load and he would be debarred from taking four or five out of it.

A I see the point.

Q You would not allow a butcher to take out four or five head?

A No, not unless he could give me a sufficient price to ensure me against loss in selling the balance. A man's time is worth money. Mr. Haggart : --

Q In connection with legislation what would improve the situation ?

A I do not ^{see} what there is. I think there is quite a bit in what the stock feeders state. The betterment of stock will do a great deal towards raising the price. Buyers are after the best stock. There is always too much poor stuff on the market at Winnipeg. This stuff should have been kept for two years more. The time has past when a man can sell inferior

cattle and get the top price. The supply is greater than the demand for that.

Chairman :

Q There is practically little competition when there is so much of that stuff on the market ?

A Yes

Q Would not a public abattoir abolish any understanding, if there was one ?

A It might. I know of no such understanding. I pay the freight myself but I usually pay it by having it uniformly deducted from my bill. I had at one time a shipment of stock to Griffin I had hardly got the stock in the yards before the C.P.R. was telephoning for the freight.

Just a word in regard to the spread of prices.

I think the uniform price of hogs can be explained this way :

The quality does not vary so much. Pork is pork. They practically divide themselves into three or four classes at the outside. That would account for the more uniform price as between the buyers in Winnipeg.

Mr Middleton :

Q Do you ever have your car of hogs weighed, car and all ?

A I believe at one time the C.N.R. did that. But I do not take that weight. In the C.P.R. yards we pay 5 cents a head for cattle, 3 cents for calves and so much a car for hogs.

Chairman :

Q Three cents a head for hogs ?

A I would say as to that I that they say 5 cents cattle, 3 cents calves. I do not know positively about 3 cents hogs. I buy on my own judgment, responsibility and risk.

Q Any other points on which you can give us information ?

Do you know of any arrangement whereby the big dealers divide up the territory, and will not send their buyers into one another's territory ?

A No, that is limited by the spirit of fairness, although I know a district where we bought right through each others territory

Q Would it be desirable to have half a dozen in the same territory ?

A There is this about it : When a man gets too anxious for stock and pays more than he is warranted in paying, I think he is a fool. He can only do business legitimately. He may be getting more in his weights. As far as the retailers in Winnipeg are concerned I think the competition is keen enough there.

Q It is contended that the big dealers get a big rebate per car ?

A I understood the same a few years ago when we were shipping cars west, but I understand that it is discontinued. I have not shipped export cattle and may not be in a position to know now.

Q Do you charge that 5 per cent shrink ?

A No, we buy straight away. We figure on allowing a price that will cover the shrinkage. You have to buy a weight you can, and sell all the weight you can.

ALEXANDER DUGYD BROWN, having been duly sworn,
deposed as follows :

TO MR. HAGGART : --

Q You reside in and carry on business in Rapid City ?

A Yes for the last two years.

Q Your business is what ?

A Thirty years, cattle.

Q Where were you before ?

A Minnedosa, right here.

Q What do you mean by "cattle business" ?

A Buying and selling just now. Buy from the farmer and selling to the dealer, the wholesale.

Q You are not an agent ? A No.

Q You act for yourself ? A Yes

Q You do not butcher ?

A Not just now

Q Do you feed ?

A Not now. I have in the early days. I just buy on foot and use my own judgment

Q Do you ship to the winnipeg market ?

A That is the only market we have just now.

Q You sell to local dealers ?

A Yes, but not in Minnedosa

Q How are your prices regulated ?

A We try to buy as cheap as we can. We try and beat the farmer if we can. It is a pretty hard job to do it.

Q What price do you pay now ?

A Two and two and a half cents a pound for the class of cattle round here. We pay 5 cents a pound in the spring.

Q The spring cattle was stalled ? A Yes

Q The 2 1/2 cent a pound cattle are grass cattle ?

A Grass cattle

Q Did you notice in the correspondence in the newspapers that the farmers were complaining that they were only getting 2 and 2 1/2 cents and that the people were paying 18 cents a pound for steak?

A I have. But I thought that they reduced their prices after that ; that was for a week.

Q Is not 2 1/2 cents a pound small ?

A That means 5 and 5 1/4 cents per pound for the carcass.

Q For dressed meat ?

A Yes. The the retailer can make over 8 cents on that.

Q In Winnipeg or in places like Rapid City ?

A I am talking of small places in the western country.

Q You do not think that the farmer is being unjustly dealt with in giving him 2 and 2 1/2 cents a pound ? A No

Q If he had a prime beast he would get more ?

A Yes fit for export

Q You are speaking of beasts that can be exported ?

A Yes

Q There is too much of that kind of beef in the country ?

A Certainly.

Q They say that if the farmers would breed better cattle it would be better for the cattle trade ?

A Decidedly. There is the feed and we have the country for it

Q Is there any understanding between you and the other buyers in the district ? A No

Q Is there any understanding whereby you keep out of the other people's territory ?

A Not at all.

Q There is no arrangement that you know of by which the country

should be parcelled up ?

A No.

Q Do you ship cattle to Winnipeg ?

A Not now. I did in years gone by. Millar has been shipping. I have been buying along with him. He has been shipping. I have not been in Winnipeg much.

Q What are your relations with Mr Millar ?

A We had an arrangement whereby we shipped together. He has charge of the shipping and I do a little buying, and of course, he ships the cattle

Q You do not much about shipping ?

A I only did a little in Winnipeg. I was there a month ago. I know farmers got the best price they ever got in the country this spring. They got 5 and 5 1/4 cents per pound for their cattle.

Q Is he as well remunerated as the butcher ?

A Yes, that is at 4 and 5 cents a pound.

Q How about 2 1/2 cents ?

A That is for old cows and green steers

Q He has not expended the same labour on them ? A No

Q And you think he is as well remunerated as the butcher who takes risks in shipping them ?

A yes, 25% better.

Q Has he any ground to kick ?

A No

Q When you sell a bunch of cattle at Winnipeg, part of them cows, do you not get a good deal more for your trouble and expense in connection with that than the farmer gets for his ?

A I have had a lot of expense in the business. I must say that I never lost anything in the local market, though I know lots of shippers have.

Q Perhaps the abattoir men have been unjust in their dealings?

A No, I cannot say exactly that. Winnipeg this spring has an over supply of cattle.

Chairman :

Q It is claimed that there was a great dearth ?

A At the start. But they found out that there was an over supply. They kept the cattle there and bought hay at \$20 a ton. Some parties dropped a dollar a hundred.

Mr. Haggart :

Q You are speaking from hearsay ?

A I cannot say that it is from experience. I could not afford it. I did not ship any.

Q Can you suggest anything that would be in the interests of those engaged in the cattle trade, which would ensure a fair deal to everybody ?

A Only a union stock yard in Winnipeg, same as in Montreal and Toronto. It would ensure more buyers.

Q How are they controlled and operated in Toronto, who controls them, the butchers or the railroads ?

A I think it is a syndicate owns the stock yards, but they run them on a percentage and there are men there who handle the cattle.

Q What about a public abattoir ?

A Good.

Q How would you have it controlled ?

A It would be all right if they had better heads at the head of it. We want a public abattoir and want stock yards.

Q Anything in that direction would you support ?

A Yes, and the whole west would join in it. Even the farmers would be satisfied.

Chairman :

Q It seems to me extraordinary that when there was a plentiful supply of cattle that it was said that there was a dearth ?

A We all thought there was going to be a dearth and we all speculated on that condition, and the buyers thought so and put prices up and the cattle came in so fast that they could not reduce them in time

Q Is there anything else that would remedy some of the conditions ; you might make a comparison on some points ?

A In the early days I used to ship a train load at a time. I was all right. I cannot buy a train load now. Gordon, Ironside & Fares have the country controlled for shipping and export facilities and unless ~~the~~^a company is got up it will be another combine again, for no other person can start against them. I do not know any company that can They have the export business cinched.

Q Suppose you were shipping a train load to the old country and you go to Winnipeg and have to get ship's space, what are the handicaps ?

A Only in the early days I knew. I cannot say anything about it now.

Mr Haggart :

Q He controls the export trade ?

A yes, from the west

Q How does he ?

A He or they control it financially

Q To the detriment of others unjustly ; all those who are doing a legitimate business ?

A No, I do not think that.

Mr. Middleton :

Q Do you think the one who ships a car load would be at a disadvantage with the one who ships a train load ?

A yes, they might get the rate, but not the same run. The callt wouldnot be in the same shape. It would take about 3

days more unless on a through train. I would like to see the embargo taken off. Transportation is all right. I shipped down for \$8. I found everything all right with the C.P.R.

Q How were prices last year compared with this ?

A This spring for a couple of months they were good. They have dropped to last year's prices again and are no better and us poor middle men are going to make nothing. We are between the devil and the deep sea. Between the farmer and the buyer in Winnipeg.

HENRY STEPHEN TAYLOR, having been duly sworn,
deposed as follows :

TO MR HAGGART : --

Q Where do you reside and do business ?

A At Minnedosa

Q And what is the business ?

A Entirely in stock pretty well.

Q Buying and selling cattle and hogs ?

A Yes

Q Any other ?

A That is all there is to buy. We have no sheep here. we ship to different points. We have accommodation for them if cattle comes in ahead.

Q You buy when you have a sufficient number to ship ?

A Yes, and ship to Winnipeg generally

Q You buy from the farmers ?

A Yes

Q Within what radius of Minnedosa do you buy ?

A Within 20 miles

Q How do you buy ?

A Mostly by the head.

Q From farmers and cattle raisers ? A Yes

Q Do you visit the farmers yourself or do they come to you ?

A Both. We get advice as to who has them and we go out to see them.

Q You dicker with the farmer ? A Yes

Q And buy them singly or in groups ? A Yes

Q All the farmer has that are good ? A Yes

Q Do you buy such cattle as are fed to send in to Winnipeg?

A No, we buy stockers as well as feeders. We send them to a man who feeds in the east. Sometimes we send them to Winnipeg firms, and to Ontario and Quebec, and also have a large western trade.

Q You buy stockers send west to the ranchers ? A Yes

Q Who buys here ?

A Burgess & McQuarrie and Murray & Steele, both firms are retail butchers. There are three local men.

Q Are there buyers from outside institutions competing here ?

A In the country from Rapid City to Neepawa we go in and out amongst each other. Sometimes they get into our territory and sometimes we go into theirs. Some are from Brandon but there are no buyers from Winnipeg.

Q Do the Winnipeg abattoirs send out buyers through the farming country ?

A No, they do not.

Q There is a man, Speers in Brandon who represents some abattoir people, said to represent Gordon & Ironside ?

A Yes. He is buying on his own responsibility for the last 2 years. He was in their employ for 4 years, but for the last one and a half or two years he had done the same business as mine.

Q Between you local buyers is there any understanding as to the price you shall give ?

A No, excepting this way : We get quotations from different dealers in Winnipeg as to the markets for three or four days. We have always been on friendly terms with other cattle men here. We might say to them or they to us : "Hogs are down a 1/4 cent, did you notice it ?" There is no arrangement made whatever. We might have an understanding without coming in contact ; just in the course of conversation from time to time. It is only in regard to hogs. If they are plentiful we buy on a basis of 75 cents. That is when they are plentiful. In case they are scarce we buy on a basis of one cent a pound.

Q If it takes you a week to get a car load ?

A Yes, say two weeks to get a car load.X

Q I understand that your prices here are as they are governed by what appears in the Winnipeg papers ?

A No, from x circular letters from the abattoirs ; mostly weekly unless there is a rapid change.

Q Is the circular letter written on behalf of all of them ?

A No, individual letters from each one.

Q Do you ever compare their prices ?

A Yes, hogs are always the same ; the cattle vary.

Q The Gallagher, Holman, Lafrance Co will go a little different from Gordon, Ironside & Fares and The Western Packing Company ?

A Yes, a difference of a quarter of a cent on cheaper grades.

Q To whom do you dispose of all your shipments of cattle and hogs ?

A Any one at all. We have sold principally of late to The Western Packing company.

Q Do you go down there with your stock ?

A Always

- Q Never sell it till you get there ? A No
- Q You send it to Winnipeg to your own order and go with it ?
- A Yes, and sell to the man who pays the most money.
- Q You say to different abattoir men ? A Yes
- Q Did any others negotiate with you besides them ?
- A Yes
- Q Such as David Finn ? A Yes
- Q Lauzon ?
- A I have not sold to him. Sometimes Jews will come along and take inferior stuff we may have, if the abattoirs do not like handling them; our clean ups as we call them.
- Q This class you sell to Jews ? A Yes
- Q Have you noticed anything in the dealings that you have had that would lead to the conclusion that there is an illegal combination existing between the buyers in Winnipeg ?
- A No
- Q Combination of low prices would affect you, would it not ?
- A Yes
- Q You never found any symptoms of such ?
- A No, not in regard to cattle, but we all felt satisfied that there are arrangements with regard to hogs. With regard to cattle there is a variation
- Q Less quality of meat in the case of hogs ? A Yes
- Q There was no agreement between you and the other dealers as to the price ~~you give~~ you give to the farmer ? A No
- Q Nothing, no agreement to prevent you from competing with each other ?
- A None, except as I say we are pretty well satisfied as regards hogs.
- Q Have you any suggestions as to a wholesale meat market in Winnipeg ?

A For our own part we are heartily in favor of a public abattoir being in Winnipeg. We have found this, and all traders have found the same, that when there is a fairly good supply of stock on the market in Winnipeg that if Mr Gordon makes an offer for a shipment or the Western Packing company does, that ends it. If the market is scarce then there is competition. But when there is an ordinary supply you might as well take Gordon's surprise because you will not get a better offer. And small dealers will not come in contact with you. The small dealers are afraid of the abattoirs bidding over them. Whereas if we have public abattoirs the same as we have in Toronto and Montreal, the butchers would come in and buy their supplies to carry them from one market day to another. I would like to see two market days in the week with union stock yards. In that way the Winnipeg butchers would be there buying their supplies.

Q And you can sell them your car load either alive or converted into dead meat ?

A Yes

Q How would you point out the way it should be done ?

A I would not like to say that.

Q If the government ran it they might charge politics, and if the city they might charge incompetency, then it might be by a corporation instituted to run it under strict government supervision ?

A Yes

Q You have no well thought out suggestions ?

A No. Of course, as to union yards and the public abattoirs, one man is prepared to pay a good price and probably one of the other 76 butchers comes along for a lower grade and gets it. There is a wider competition.

Q There are no exclusive stock raisers in this neighbourhood?

A None that I know of.

Q They do some dairying ? A Yes

Q They are not successes as cattle raisers exclusively for beef purposes ?

A No, not as a rule

Q Then when you take them to Winnipeg it reduces the beef quality of your consignment, lowers the grade and reduces the price of the whole car ?

A Some cows we do not ^{give} ~~get~~ over 2 cents for, 3 1/2 and 3 1/4 for a first class bullock.

Q The farmers charge that through you they get the worst of it

A It is only natural for them to say so

Q Is there anything in their contention ?

A No, we have always gone on the plan here, if possible, of buying on a basis of a clear quarter cent a pound. If we do that we are always well satisfied.

Q You received a circular letter from Winnipeg in connection with this investigation ?

A Yes

Q You see the scope of this investigation ?

A Yes

Q Have you any suggestions to offer to the commissioners ?

A We claim that the cause of the cattle market being in its present condition is on account of so much inferior meat cattle being put on the market. Young cattle, 2 year-olds, rising three have not enough flesh on them. Such is shoved on the dealer. He has to push it out and that necessarily depresses the market, and we believe that that is the chief cause of the disadvantage.

Q You are in accord with the previous witnesses that have been heard ?

A Yes

Q You can always sell a good animal ?

A Yes

Q You cannot always sell a bad one ?

A One farmer here we have to buy his old cows at 2 1/2 cents a pound, at the same time we are paying 4 and 4 1/2 cents a pound for choice steers and heifers, yet the first man cannot see why his neighbour should get more than him.

Chairman :

Q What would the percentage of an old cow dressed on the block make to a prime 3 year-old steer ?

A Cow would dress 45 to 50 in the 100, and steers and heifers 58 to 63, along there. But it is the quality that tells.

Another thing there is a cent, a cent and a half a pound and sometimes 3 cents a pound between the cows and the steers hide.

Q This circular letter that you receive --- it their own business to keep the trade advised ?

A Yes, they apparently have a list of all shippers there are in the province and they send a circular letter to each of them

Q Describe to us the prevailing conditions of the country slaughter-houses ?

A I am not very much on slaughter-house/s. I do not suppose I am in one twice a year.

Q The comparison I wish to bring in is in regard to the condition you would have in connection with an up-to-date cold storage plant and compare it with the average country butcher shop where they do not try to make use of the offal but throw it away ?

A I know it prevails

Q In a town of a population of a thousand or more would it not be better for the municipality to have one good equipment and have all the slaughtering done under rigid inspection ?

A Yes

Mr. Minkxton :

Q You take the district ^{the} though here, you have an excellent country for stock raising ?

A Yes

Mr. Middleton :

Q You made the statement about the price of hogs being always the same ?

A Yes

Q Is it understood in the abattoirs that they all keep the same price ?

A I think so. Their quotations are always the same.

Q This 75 c margin you buy in included what ?

A Includes shrinkage and freight, it should net 25 c

Q Do you weigh by the carload ?

A Weigh on cars. It is always deducted from the price list. You have to pay for the weighing, 5 cents a piece for cattle, 3 cents apiece for veal, sheep or hogs ; it is heavy for hogs.

Q Do you pay freight ?

A Dealer pays it and deducts it as a general rule. We prefer that.

Q Do the companies show a preference that way ?

A No, it is the custom

Q Why should it be the custom ?

A I do not know. We know what the freight rate is from here to Winnipeg

Q Do you know if these big dealers get any difference in rates for big shipments east ?

A I do not know. It is always understood that the freight is to be deducted from the price of a car load.

Chairman :

Q Did you ever hear of a rule by the railway company whereby a man owning a slaughter-house , that if he gets a car load of live meat and ships it out dressed that he should get \$10 reduction ?

A I have heard of it but never had the experience

Q If that rule prevailed Gordon & Ironside would get a reduction of the stuff they got from you ?

A I believe they get the same as millers get a reduction

Q That is Ogilvie's get a reduction of every carload of grain for every car load of flour they send out ? A Yes

Q You think the same might possibly prevail in the meat trade?

A Yes. Of course, we claimed and always have claimed, and ~~the~~ thought it hard that in Winnipeg our stock should not be fed and watered before being weighed. Let the price regulate this matter. I have ^{known a buyer} ~~no power~~ to buy a car load of hogs and ship them to Portage la Prairie and feed and water them. Everything looked as if they had just been taken off the farm. Everything then is in good condition for weighing.

JOHN McQUARRIE, having been duly sworn deposed as follows:

TO MR. HAGGART : --

Q Where do you live and do business ?

A At Minnedosa

Q Are a member of a firm ?

A I am a member of the firm of Burgess & McQuarrie, butchers.

Q How long have you been doing business ?

A About 4 1/2 years ?

Q You buy cattle from the farmers in the neighbourhood and sell meat to the citizens of Minnedosa and the vicinity ?

A Yes, and do a little shipping as well.

Q In buying cattle what governs you as to the price you shall give to the farmer ?

A The Winnipeg market. We buy on a shipping basis.

Q You buy by the pound and on foot ? A Yes

Q You buy as cheaply as you can ?

A Certainly

Q The man who buys the cattle and ships it, he says he is not the man who gets the plum, it is the local butcher who gets the rich plum, the advantage of the business ?

A I do not think so.

Q What profit do you make in buying an animal, killing it, cutting it up and selling it to your customer ?

A I cannot say----my partner looks after that----I am buying and shipping.

Q You buy as cheap as you can ?

A Profit 25 per cent over and above all my disbursements

Q Is there no competition between you and the other buyers?

A Yes

Q Do you keep away from the other dealers' localities ?

A No

Q And you do not know that he keeps away from the place that you want to buy in ?

A No

Q Is there very much competition amongst buyers for the poorer cattle ?

A No. We have not very choice cattle. There are so many farmers who want to ship cattle before they are ready. Then they think they are not getting their value. I think they are. They are a poor class of cattle to go to market with

Q You say it is altogether owing to the fact that the farmer has an inferior ~~sorts~~ class of cattle ?

A Yes, I would sooner pay a higher price for good beef

Q How about cutting up inferior carcasses ?

A A good carcass cuts up better than an inferior one

Q There is so much more inferior meat in a poor carcass ?

A Yes

Q You generally consign to yourself and deal with the purchaser

A Yes

Q And how many car loads do you take down in the course of a year ?

A Twenty-five or thirty, probably more, I never figured it up

Q Do you go round among the abattoirs ?

A The buyer comes to the market and if one does not suit I go to the next one. If you get one bid that pretty near settles it, unless the stuff is scarce.

Q Does that look to you as if there were some kind of a combine or arrangement amongst these buyers ?

A Sometimes I think there is

Q Do the small buyers ever come to see you ?

A No. I never have have any thing to do with them

Q The small buyers tell us that they have no show at all.

What do you know about that phase of the question ?

A I know that they are not there. I never saw them there.

I have seen this man Firm the Jew several times. I have never sold to him

Q He had an opportunity to buy your cattle ?

A Yes, certainly.

Q What suggestions have you to offer as a shipper ?

A I would advocate a union stock yard and public abattoir

Q Allowing you to kill your meat and keep it if you found the price low ?

A Yes, and be allowed to feed and water them

Q Can such a thing be done by all the men in the trade, the forming of a union company for the benefit of the trade generally for the erection of this stock yard ; I am not including the Winnipeg wholesalers with the abattoirs ?

A I do not know that I can make any suggestions

Q That might be an improvement on present conditions ?

A Yes

Q These men have been putting tens of thousands of dollars into expensive plants, would it be fair for the municipalities to run in opposition to their rate-payers ?

A Well, I do not know

Q I suppose, if you had put your fortune into anything you would not want the municipality to engage in the same business?

A No.

Chairman :

Q From your knowledge of the number of cattle to be handled here, do you not think that there is room for an additional abattoir to what we have got ?

A I think there is.

Q To put one up that would regulate the others ? A Yes

Q So that they would not go beyond reason ? A Yes

Mr. Haggart :

Q You saw and read the newspaper correspondence about the meat trade ?

A Yes.

Q What do you think about it ?

A Of course, I can only speak for ourselves here. There is no combine here between the buyers.

Q You have no hesitation in swearing to that ?

A I will swear to that.

J.A.MONTGOMERY, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q. You do business at Neepawa ?

A I have a farm there. I ship some cattle. I do not do business in the town. I raise them, buy them and feed.

Q How long have you been in the business ?

A A year ago last spring. I sent down 17 cars this year since January the first.

Q The major portion of these are bought by you ?

A Yes, down around home from the farmers

Q What kind of cattle, were they fairly good ?

A Yes, and some ^{pure} ~~pure~~ cattle

Q Do you feed the ^{pure} ~~pure~~ cattle ?

A Yes, about 30 head in the winter. I keep a stock in hand.

A Then I buy some finished ones and some that are not very well finished.

Q You have seen these newspaper discussions of the meat trade within the last year or so ?

A Yes, I have noticed it

Q You have seen the kind of letters addressed to the newspapers ?

A Yes

Q As a practical trader in cattle and hogs, tell us fully at the same time briefly what you think of the situation ?

A I do not know very much about it. I think the credit system has killed the business. That is what people pay so much for their meat. As far as I understand it that is what makes meat so high. Every individual is injured by the credit system. The butcher has to charge the ~~far~~ the man who pays his debts for the man who does not.

Q Had these farmers who wrote, a real grievance ?

A I do not think they had. I think a lot of people wrote to the papers are howlers. I do not know the names of the people who wrote these letters.

Q One witness said that a writer of letter got a small price because he had inferior stock. You buy by the pound ?

A Yes. Sometimes by the pound and sometimes by the dollar.

Q Is there any arrangement between you and the other buyers ?

A No

Q You do not fix any prices ?

A No, if you pay too big a price you make nothing at the other end.

Q Do the men in Winnipeg tell you what price to buy at ?

A No. I run my own show.

Q There is no combination between you and any other person as to buying and selling ?

A I sell to whom I like and where I like. I do not want to do it for nothing and I do not want to steal. There is a lot of competition. There are lots of buyers. At franklin and Neepawa there are half a dozen or more.

Q Have you any complaints or grievances ?

A No. I do not know that I have. I always get along fairly well. Of course, if I buy too cheap I do not make much.

I try to sell again at as good a price as I can.

Q Do you find any combine exists against you ? A No

Q When you go to Winnipeg with a consignment it has been arranged before you go in ?

A No, I cannot see it that way, much less say so. I have been to Winnipeg with loads of stuff. Three weeks ago last Friday morning I was in Winnipeg with a load of cattle and I may have had a few hogs. There was one man came into the yard and looked at my stuff. He represented one of the biggest firms he said "You're worth \$3.75 per cwt." I went to see another man representing a firm, he said \$4.25. And another bid \$4.40.

I turned round and sold for \$5.50. I have done that again and again. These men before me, like the first witness, claim that there is a set price for hogs. That is not my experience. However, the circular is generally about the same.

There, however, are a number of different qualities in cattle and every two men have different ideas as to cattle. A novice can size up the few grades in hogs. I do not think they are particular as to what they are fed on so long as they are fed. We might get far better runs. They run a stock train every Thursday. We think they might run it oftener. The stock train comes from Yorkton right down this line. The longer you are on the road that makes the more shrinkage.

Q Of course, you buy from the farmer on the understanding that you get a heavy shrinkage ?

A Yes

Q And of course you take it off the farmer ?

A Yes

Chairman :

Q Your experience this spring has been exceptional. For different reasons this spring is not very good evidence. A previous witness said that when the market was glutted you might as well take the first price that was offered you. Did you have the same experience last year ?

A Yes, last fall more cattle than ever went through. The yards were full up. There was a lot of butcher stuff came there

Q But was there competition ?

A Well, I sold mostly to The Western Packing company at that time. That was last fall. I remember one day selling to another firm last fall.

Q How many shipments did you make ?

A I cannot tell off hand.

Q You say you sold to the same person each time ? How many bids did you have ?

A I cannot tell you for last fall.

Q You do not remember ?

A No, not about last fall. Sometimes things are very dull. Another time there are lots of buyers.

Q So far as your experience is concerned your advice would be to let matters go as they are ?

A I would like to see a public abattoir

Q Why if conditions suit you today ?

A I think these butchers in Winnipeg would come out and compete, seventy-six buying against ten is better. I admit that there are only ten buyers in Winnipeg.

Q Would you favor public abattoir, union stock yards and cold storage ?

A Yes, I think so.

Mr Middleton :

Q In what condition did you find the stock yards, take it from September to October----difficult to get accommodation ?

A Yes

Q How would you suggest to get round this credit system ?

A I do not know. I have not thought the thing over very much. It hurts the butcher and dealers. I would try to make it as near cash as possible. I am referring to both the retailers and the wholesalers.

Mr. Campbell : That would be a difficult economic problem to solve.

Mr. Middleton :

Q You might suggest a month's credit ?

A. Yes.

HENRY S. TAYLOR recalled : --

In regard to the beauty of the public abattoir I might say that I was in Winnipeg with 30 calves, 2 cows and about 40 hogs. I had no trouble in disposing of the hogs, but in regard to the veal calves I was made one offer and one offer alone.

Mr. Gordon made an offer and I got no other. It was 3 cents a pound for 14 calves, and 1 1/2 cents a pound for the other sixteen. Gallagher and Holman offered to take them and freeze them for half a cent, and I let them stay. We kept them there for three months and sold it to Griffin's for 6 cents a pound. Otherwise I would have had to take 3 cent a pound for 14 and 1 1/2 cents for the others. But by holding them three months I made money on it. There is any amount of it going on.

It is pretty useful to such a man who has a mixed car. I repeat again if the market is scarce the competition is keen.

I told Gordon it was the rottenest market in Canada. You got to pay 4 cents. And the poorer cows only bring 2 1/2 cents.

There is where I lost money on 4 cents. I have been shipping to the Winnipeg market for 10 years. The Winnipeg market as to meat is not like grain. Top cattle was worth 5 3/4 in Winnipeg one week and inside of three days top cattle was on 3 1/2.

There must be some arrangement made because the price was the same. That looked like an arrangement. Here we pay from 5 to 5 1/4. We have no cold storage facilities

Chairman :

Q The dealer has to make it out of a dealer or the farmer ?

A Yes, or go out of business.

Mr. Middleton :

Q Explain a little more about this cold storage and the freezing system ; what was the advantage of putting your calves there ?

A It was simply to freeze and store. That was on the month of November and they had to be frozen. If we had a public institution like that in Winnipeg we would not go, in and lose \$150 on a car of stock. We would not lose the \$150 if we could store it .

Q Is the cold storage better than frozen meat? A Yes
Chairman;

Q You have never run a cold storage of plant of any kind ?

A No

Mr. Middleton;

Q Then you require this cold storage along with the abattoir ?

A Yes, part and parcel of it

Mr. Haggart ;

Q Then there would be a howl from these men that have put cold storage plants ?

A Well, there is room for them all.

WILLIAM H. YOUNG, having been duly sworn deposed as follows
TO MR HAGGART:--

Q You are a farmer ? A Yes

Q Where do you live ?

A In the rural municipality of Odanah

Q Do you raise cattle ?

A Yes, I have been raising cattle for 15 years

Q Have you a considerable herd ?

A Yes about fifty

Q How many do you sell every year ?

A From about 12 to fifteen.

Q You do not raise cattle purely for beef ?

A No, I carry on dairying.

Q Give us your experiences in raising cattle ?

A For the last few years I have been selling in the spring. The spring prices are certainly higher than the fall prices. The first year I think we got 4 cents and 4 1/4 cents. 4 cents twice. Last fall I had cattle to dispose of. For one cow I got 2 1/4. The best offer for steers last fall was 2 1/2. The years prior to this the prices were about the same, 2 1/2 cents was about the ruling price in the fall. In the spring we had the advantage over prices for feeding stuff.

Q You got a better price in the spring than in the fall ?

A Yes

Q If not, it would not pay you to fatten during the winter ?

A It would not.

Q And in the fall there is a disposition on the part of every person to sell ?

A Yes

Q That would naturally make a glut in the market for inferior beef ?

A Yes, certainly it would.

Q And the only way you could keep that beef would be to put it in cold storage, or to pickle it in some way or cure it ?

A Yes

Q You would either have to dispose of it or go on grain feeding ?

A Yes

Q You might possible sell it at a lower price in the fall ^{than} without grain feeding, ~~or~~ selling it at a high price in the spring if grain is dear ?

A Yes

Q So you are up against the problem of selling it at a cheap

price in the fall or feeding and selling it in the spring at a dearer price ? A. Yes.

Q Who buys from you ?

A The local dealer---I generally have to sell at what they offer or else keep it.

Q Does it appear to you that there is any arrangement amongst them ?

A No, not amongst the local dealers

Q They are a pretty decent lot of people ? A Yes

Q Where do you think the trouble lies ? You suspect that there is trouble somewhere ?

A Yes, well, our local men claim that they are bidding all they can. It seems to me that there is too much of a difference between 2 ^{and} 1/2 cents the price to the consumer beef at 15 cents. They are paying us 2 1/2 cents and it seems to me that there is too much difference

Q We brought that home to these people. We said here is a man that want a sirloin steak and they charge 18 to 20 cents They say that in the first place they buy for 3 cents, that means a trifle under 6 cents a pound ?

A It is near enough, 6 cents.

Q And then there are the choice cuts 100 pounds, 60 pounds of loin, then the ribs, shank, and certain other parts at less prices, and the neck not much better than dog's meat, and they work out the average price at 8 cents a pound, and they say that that is not more than enough to give them a reasonable profit and pay expenses ?

A In this town we have no cuts less than 4 cents anyway, though they cut off the shanks and sell them at 3 cents a pound. There are no cuts under 6 cents a pound.

Chairman :

Q Do they extend the sirloin from the root of the tail to the back of the ears ?

A What I claim is this that there are no cuts except the shank that are worth less than 6 cents a pound. There are only a very few pieces, a piece of the rib and piece of the neck, the rest is all sold at top prices. There is too big a difference.

Q We have the statement in the reporter's notes. You think that the farmer ought to get a little more than he does ?

A Yes

Q These butchers and dealers put it this way : They say that you farmers do not have as high grade of cattle as you might have, and that there is always a market for high grade cattle. What do you say as to that ? They say that the farmer shoves upon the market a lot of inferior meat and cattle that are not prime, and very few prime cattle ; that there is always a good market for prime cattle, and that the market is glutted with inferior cattle ?

A I do not see how that can affect the question of the high price of beef. They do not give it to us any way. Not even for the best. It appears to me that there is not very much in that. There would be a difference if the consumer had good beef. I have never made an accurate computation of the cuts although I have cut up mine.

Q We have had an estimate made in that line and will be able to strike an average as to what is the real profit the butcher gets. I think if you farmers would take a little more interest in this investigation it would be more to your interest. Were you one of the aggrieved parties ?

A No

A No, I read the the letters, and I thought there was quite a bit in most of them.

Chairman :

Q As you think that there is a good deal in them, and you think that there is a sort of union or combine amongst the meat dealers, as a farmer to a farmer tell us what reasons you would give to show that such exists, from your point of view

A Yes. About the only reason that appears to my mind is this: There is not enough variety between the prices they offer.

The men that come to us say that will give us so much .

They say they can only offer so much. They claim that they can only have a certain offer down there. They led me to believe this : That one offer rules the whole.

Q They know what price they will get and they have to grind you for that profit ?

A They know to a fraction what they will get, unless there is a sudden fall in the market or a sudden rise, they can stand that, but it seldom happens. It seems to me that the prices are fixed for them.

HUGH DYER, having been duly sworn deposed as follows : --
TO MR. HAGGART : --

Q. You are a farmer and carry on business in the neighbourhood of Mirmedosa ?

A Yes, outside of the town.

Q And you keep a considerable herd of cattle

A About seventy-five

Q Do you do any dairying ?

A No, none, except for the home.

Q And you have quite a number of cattle to sell every year ?

A Yes, we sell 10 to 15 every year.

Q To whom ?

A Generally to the salesmen or buyers in town, to Mr. McQuarrie or a dealer.

Q Now, Mr. Dyer, you have considered this beef question, and you have read the correspondence in the newspapers and you understand the objects of this commission, would you state in your own words your views with reference to the meat trade?

A I have no knowledge first hand of the conditions are they are in Winnipeg. I only know the conditions are they are here. And know they fairly for a quarter of a century to my knowledge. We never have got value for our cattle in this country yet. The best price we received for cattle was this spring.

I got from the dealer 4 1/2 cents live weight delivered in Minnedosa. On delivery Mr. Dealer assured me that he would find it very difficult to get anything out of it at that price. There must be a nigger in the fence somewhere. Hay, oats, barley, the price of labour, has been extremely high and also building material wherewith to build to house the cattle. And if we cannot make more out of cattle than this spring, between 52 and 54 this spring, \$548 for the 10 head, it is useless. It seems to me that there is some cause that is depressing the price of cattle to the producer ; and I take it that the loss is almost always to the producer.

Q Cattle raising does not pay ?

A There is no money in it. It is an adjunct to other systems of farming and it helps out. The price of land, labour, feed, building material will prevent a man making money if he lays himself out to raise cattle and nothing but that. I cannot see how a man can make money at it.

Q What would you suggest as a remedy ?

A I cannot say that I have considered a remedy. I have no reason to believe that the trouble is at this end.

Q To whom?

A Generally to the salesman or buyers in town, or to the dealer.

Q Now, Mr. Dyer, you have considered this last question, and

you have read the correspondence in the newspapers, and you

understand the objects of this commission, and you are in

your own words your view with reference to the most wanted?

A I have no knowledge first hand of the conditions and they

are in Winnipeg. I only know the conditions are they are here.

And know they fairly for a question of a century to my knowledge.

We never have got value for our cattle in this country yet.

The best price we received for cattle was this spring.

I got two. The dealer 1 1/2 cents live weight delivered in

Minneapolis. On delivery Mr. Dealer assured me that he would

find it very difficult to get anything out of it at best price.

There must be a market in the town somewhere. Hay, oats, and

lay, the price of labor, has been extremely high and also

building material, wherewith to build to house the cattle.

And it we cannot make more out of cattle than this spring, so-

two or three and 10 cents a spring. \$100 for the 10 head, it is

useless. It seems to me that there is some cause that is

depressing the price of cattle to the producer; and I believe

it that the loss is almost always to the producer.

Q Still raising does not pay?

A There is no money in it. It is an effort to make a profit

by raising and selling them. The loss of feed, labor, and

building material, wherewith to build to house the cattle, so-

two or three and 10 cents a spring. \$100 for the 10 head, it is

useless. It seems to me that there is some cause that is

depressing the price of cattle to the producer; and I believe

Q You do not think that the butchers and cattle dealers are making more than a fair profit ?

A I do not think that the cattle dealers were offering me any less than they were fairly entitled to considering the price in Winnipeg at that time ?

Q You do not think that there is any combination among the local dealers ?

A No such wickedness as a combination. Though it is not from lack of wickedness as from lack of opportunity. I am not prepared to suggest a remedy. The remedy suggested, public abattoir, market and cold storage would go somewhere near it. I sold for May delivery. When it came to May delivery the market was congested and I could not make anything. It seems to me that the cold storage would let them out and let us out at the same time. It would not be to their interests to do anything against my welfare. I do not know that they are any straighter than they should be but it is to their interests to look after my interests to get my trade. The profit comes out of me. So I do not want them to have an excessive profit. I have heard of no 5 cents a pound beef as spoken of by one dealer. I was offered 2 1/2 cents for some cattle that I sold in the spring.

Q You cannot control the market when there are more to sell than there are butchers to buy. You think that a cold storage would enable the farmer or dealer to hold on ?

A It would help to remove the cause of complaint. It would you like a bank temporarily helps one for three months say. It could only be run by a company of private individuals. It is not fair to ask the municipality to do it.

Q But that business would be in the same business as The

Gallagher, Holman, Lafrance Company, for instance ?

A The more people there are in that business, the less chance of collusion.

Q It has been suggested that the government do it ?

A It seems to me that it would hardly be fair to those who have their money invested in the business now, although I think that they are not handling the trade fairly to the farmers.

Something must be wrong . The price of live meat here is \$1~~1~~/per cwt. than in Chicago. It varies from \$1 to \$1.40 per cwt. And yet when you pay the highest in Chicago is 15 cents and in Winnipeg it is 13 cents. In this week's number of the Breeders' Gazette, published in Chicago, here are steers quoted at \$7 to \$7.35 and all the way down --- yearlings at different prices down to \$4.75. This is issued July the 17th. Those cattle are all the same grade. Choice steers \$5 to \$5.25, other steers lower \$4.35 to \$4.75 are quoted in the issue of The Farmers' Advocate . The Breeders' Gazette is accurate. Take the annual run of cattle in Winnipeg say 70,000, that is only a week's trade in Chicago. It is alleged that in Chicago that there is a meat trust, it has not hit the butchers yet. There is only one cattle market here and that is Winnipeg. Clay, Robinson & Co advertises in the Breeders' Gazette eight great cattle markets. That firm is in eight of the greatest cattle markets. The Chicago market is only one out of seven other centres. Yet they talk in Winnipeg of glutting the market.

Q You recommend the establishment of a public abattoir and cold storage ?

A Yes

Q By whom should it be run ?

A I do not know. Probably when one came to look into it one would be of the opinion that the government or the municipalities as a whole. I have not gone into the question.

Chairman :

Q The point we want to get at is that the public have to be considered. There is certain evidence to show that something should be regulated. I think the scheme that should be advised is one that should encourage the industry, let it be a safety valve in favor of the smaller dealers, butchers and farmers. In ^{New} Zealand they have such a plant. It is handled in such a way that no other plant can exploit the small dealers and producers ?

A It would be almost an elysium, but it would not leave room for working the oracle.

Q It could be put under independent management by the municipality.

A I know it would be very difficult to keep these things free always.

Mr. Haggart :

Under civic management it is liable to be worse than under a politician ?

A Yes

Q As a man who understands conditions in Manitoba and as a man conversant with the trade, if you see objections along that line of a remedy what would you suggest ? They say that farmers are going out of the business because it is not profitable enough, you as an intelligent man tell us some other line of remedy that you think would be feasible or likely to foster the trade and give everybody a square deal ?

A One thing is certain we have not a square deal. And many more will go out of the stock business. I have tried it for

seventeen years and I have bought the best shorthorn bulls, the best that money could buy, and I cannot make money out of it.

Q Can you give us any suggestions ?

A There is only one legitimate way, to encourage competition in buying.

The chairman :

Q How can you, when you see men are getting away from the waste of competition ?

A I do not mean in the local markets. We have three or four men we can sell to. They impress upon us that the market is glutted in Wimmipeg---too many cattle---yards are fullX Why should it be glutted ? Chicago would take it in a week.

Q Do you not think that the principle of co-operation is putting out the principle of competition and is the net result of conditions today ? You could not apply the principal of co-operation in the old times. Take a large district in which there are a hundred small butchers and cattle dealers. Two of them go together and say xxx we will combine our businesses and get a better plant. They remove competition between themselves. Half a dozen other say we will join them, and we will put up a better equipment still and eventually competition has been eliminated. Take Gordon, Irenside & Fares, Griffin's and so on. These through co-operation are eliminating competition. We must take the next legal steps to regulate that business. When firms combine to restrain trade they are going beyond the law. If we cannot keep them apart by law and punishment how are we going to do it ?

A Having been appointed a commission to find out if there is a combination it would be for youx to apply the remedy that there should be a municipal or governmental cold storage and

abattoir to fight them with. Of course, the first thing is to prove that the people are being hurt. We believe honestly that we are being hurt. We have not been getting what we want for our cattle. The abattoir men are responsible and they must taken the result of their acts which have made that condition possible.

Q It is certainly an intricate and difficult problem. We must, however, select from the best intelligence of the people the best remedy.

A Certainly.

Q We want their equipment?

A The price I want to make is that it seems to me that we can at no time get the price for our cattle. They are purchasing here at 3 cents, and that would give the dead beast here somewhere in the neighbourhood of 6 cents, and I do not know any kind of meat under 6 cents that is sold to you.

Q As to improving our stock?

A That is a case for individual effort. If one sells 10 head of good stock and another sells bad stock it knocks your whole average down. One would hardly like to state what he thinks a sufficient and right remedy without giving the subject further thought and more material at my hand so as to know what was wanted, and what to eliminate. I would have to spend considerable time in Winnipeg.

Mr. Golden : Give the chairman your opinion in writing?

A Yes

Chairman : In going about the country and gathering up information we have to suggest remedies therefrom, and I would like to have Mr. Dyer's opinion. We will suggest such a remedy as is justified by the best evidence in the province.

Mr. Middleton :

Q We should take into consideration the large shrinkage on the railways ?

A A butcher has complained to me that he has lost as high as 7 to 8%.

Q South of the line they have some system whereby they have no such shrinkage ?

A From the producer's standpoint you have to go to a very large expense in order to get small returns. If we want a new bull we have to pay a large figure for him. They are at us to keep more cattle, but I am not going to keep more cattle unless the price improves.

The Commissioners at the conclusion of Mr. Dyer's evidence adjourned to meet on the morning of Tuesday, August the 6th., 1907, in the Town of Dauphin.

SITTINGS held in the Council Chamber in the Town of Dauphin on Tuesday the Sixth day of August 1907, commencing at 10 o'clock in the forenoon : Before Mr. Commissioner Campbell, chairman, and Mr. Commissioner Middleton.

Alexander Haggart, Counsel for the said Commissioners
Horace A. Craig, secretary.

CHARLES PETER WILLIAMS, having been duly sworn,
deposed as follows : --

TO MR. HAGGART ;

Q. Where are you doing business ?

A. Doing business under the name of McRae & Williams, general merchants and cattle dealers, Plumas.

Q Do you buy cattle ?

A Yes, our chief business

Q How do you dispose of these ?

A Full car lots we take to Winnipeg.

Q Do you feed them yourselves ?

A No, only just what is necessary to get rid of them. We get them from the farmers round.

Q Do you send out specially to buy cattle ?

A Occasionally. Two cars is the ^{most} ~~least~~ we ever ship, generally
(one.

Q How many cars do you ship in the season ?

A Probably 12 would be a pretty good estimate.

Q Do you go to Winnipeg ?

A My partner does.

Q Do you consign them to yourself ?

A We have done so, but have sent them to Griffin & Co.

Generally cattle is consigned to ourselves, but hogs are consigned to Griffin

Q Your partner negotiates for the disposition or sale ?

A We have done that before they left town. We have the hogs sold before shipping, but not the cattle. We take the cattle on chances.

Q How do you dispose of the cattle ?

A To the best butcher we can get in the C.P.R.yards.

Q Was the same man always around ?

A No, we had to sell some to outside parties to get rid of them. We generally sell to abattoir men.

Q Who are the outside men that buy ?

A William Williams. He used to be around Griffin's. When we used to take in two or three cattle in a car load of hogs. He is what is called a wholesale butcher. He butchers for the retail trade. I think he has a little small slaughter-house of his own. I would not say for sure. I understand that they made a new survey across the river. He was slaughtering there.

Q What is the experience of your firm in disposing of your cattle ? If any combine existed among the Winnipeg people it would hurt you ?

A Yes

Q What is your experience ?

A We can get no bid on cattle in Winnipeg. One man would bid and the rest would sit around on the fence. We can only get one bid in the C.P.R.yards. If my partner had not known this Mr. Williams he would not have sold at that time. I would not like to say that there is a combine. All I know is he could only get one bid.

Q Were representatives of the stock yards there ?

A He said there were a number of them. He did not say how many

Q Was this the experience with other consignments ?

A He got no bid but the one bid.

Q That is to say Gallagher would not bid against Gordon, nor Gordon against The Western Packing Company ?

A I guess it was something like that but I would not say it

Q You carry on your negotiations by telephone ?

A Yes, from the 1st of July. We did have correspondence.

The claim was that the stuff was not up to the mark.

Q I suppose in picking up stuff from the farmers in that way picking up a few to fill the car it would not be the best beef?

A Our aim was to get the best beef in the locality.

Q How would it compare with the general quality of what was on the Winnipeg market ?

A The Winnipeg market had cattle taken off the ranches ; better than ours.

Q You did not take in stallfed cattle ?

A No, if anybody had a real nice beast we would take it down in the winter time.

Q And you would get a good price for it ?

A I would not say that we would get anything extra

Q You come to the conclusion that there must be some arrangement after having only got one bid ?

A That is for car loads. For one or two beasts we never tried Williams generally picked them up.

Q As to the pork was your experience the same ?

A No, it was satisfactory, I think. We sell them before we deliver them and then we know. We should have no kick then. We make our sales before we ship.

Q What is your experience with regard to the railway company?

A It is very poor

Q They give you poor accommodation ?

A Yes, we could make some money if we had better accommodation. We are 64 miles from Portage la Prairie. We leave there at 7 at night. We get into Portage at 4 a.m. I asked if there was a train going out. They said not until 3. We could do nothing in the night. We got them to switch our car to the yards. In the morning we unloaded. We had to buy chop and draw water. Between 12 and 1 we loaded the pigs and got in at 11. In the morning they were weighed off. I know by my weights it hurt the stock.

Q You think the facilities for shipping stock from Dauphin to Winnipeg are very poor ?

A Yes. We have had it in every case. That is a fair average. We do not always unload at Portage. Very often they will not give us a chance to feed. That is my experience with reference to hogs and cattle. We have complained on delivery to the railway. We have never complained about the run. We have complained about the transfer ; when they put us on the transfer and take us to J.Y.Griffin's. We have appealed to Mr Jamieson.

Q What do you say as to the price you get for your cattle and hogs ?

A Considering Montreal and Toronto we are getting a fair price but as to beef we get no price at all considering the outside markets.

Q Give us more details. Comparatively speaking you do not get the same price for your beef that is paid in Montreal or Chicago ?

A Yes, that is right.

Q You must remember that we are quite a distance from those large markets ?

A Yes, we are not able to go any farther than Winnipeg. We do not expect to get the same price, but we expect to get it in proportion.

Q The price per pound always averaged higher in Chicago and Montreal ?

A I am speaking of Montreal and Toronto

Q Give us some comparison of the prices at which you have sold when they were so much higher ?

A That is hard for me to remember. I would not like to say. But I know we have sold beef in Winnipeg at 2 3/4 cents a pound I know that for a positive fact. That would be a year ago about now.

Q You do know what the prices in Montreal and Toronto were then ?

A No, but I know they were very much in excess.

Q Your cattle might be of a very much inferior grade to that which was sold in Montreal and Toronto ?

A I could not say that.

Q Yours were grass beef ? A Yes

Q It would not be fair to compare the prices of grass beef in Winnipeg with stallfed in Montreal and Toronto ?

A That would be unreasonable.

Q You have noticed this agitation with reference to beef ?

A Yes

Q We have had some farmers say that the farmers themselves were a little to blame themselves on account of the inferior quality and of it not being properly fed ?

A I would always encourage the farmer to grow the best of a stock. The best of stock will get a bid. Still our farmers are trying to do the best they can.

Q You try to buy as cheap as you can ? A Yes

Q It is charged that there is a very large spread between the farmer's price and the consumer's ?

A It is the loss that comes to us.

Q You people are not getting wealthy at the expense of the farmer ?

A Regarding car loads we have lost on every transaction. We have lost in every case. Regarding an odd beast put in the car with hogs we have made sometimes ; as a rule every time.

Q Have you any suggestions you could make that would improve the conditions of the trade ?

A I do not know where to get at the start.

Q Is there any arrangement between you and the other cattle buyers in this part of the country by which you shall only give a certain sum to the farmers ?

A I would certainly say no.

Q No combine that the dealers shall get a certain price ?

A No such thing exists. I have heard of other people talk of other companies. Do you mean among the local buyers ?

Q I mean among people buying cattle from the farmers here ?

Do you know if there exists between the local buyers any arrangement or understanding by which they will not bid over other buyers for the farmer's beef or pork ?

A I know of nothing only what I heard verbally from other people.

Q Is there any arrangement between you and the other dealers that you partition the territory ?

A I will certainly say no. What are in town I know of nothing positive.

Q You ship over the M C.N.R./, and have to bring your stock to the stock yards over the transfer ?

A Yes

Q They go over the transfer ?

A Yes

Q And have experienced the same trouble and delay ?

A Yes

Q Stock farmers and dealers have suggested to the commissioner that union stock yards would obviate several of the difficulties, what do you say as to that ?

A I have not considered that

Q Several others in the same position as you have suggested the erection of a public abattoir might be beneficial, so that if you brought in your car, and you only got one bid or no bid at all you could keep your dead meat there and sell it to advantage ?

A I think it would be to our advantage. I think an abattoir and union yards would be to our advantage.

Q Is there any further suggest itself to you that would be of advantage to the Commissioners ?

A My recommendation would be that a stock train should run on the C.N.R. whatever date they say, provided we had a good stock yard. Supposing there were five or six dealers we would watch for it. If we each could have a stall in the stock yard and have a through stock train to take our stuff to Winnipeg the saving of shrinkage would be a large advantage. Not 48 hours to 106 miles. This is to be a regular scheduled stock train. We could go out and buy regularly and it would be to his advantage. We have been counting on getting a stock train although we have not yet made representations to the railway

company. If we had a regular stock train even once in three weeks would do. It now goes on the regular freight train. I have been 8 years at it since last June. I only got one successful run once and we had that because there was an accident on the train and they rushed the car behind the special engine. They were taking an injured man in.

Chairman :

Q In buying cattle you are going to ship how do you regulate the price ?

A We regulate it by Gordon & Ironside's price list or Griffin's

Q Will they pay you by that list ?

A Not if we are down in quality when we get there. The statements sent out by these big dealers regulate our prices.

Q How do you find the farmers ? Are they satisfied with the state of the industry ? Are they going more into cattle raising ?

A They are the very reverse.

Q Why ?

A The price. They are getting in better shape for handling them. They are putting up better farms.

Q Can you suggest any remedy ?

A No, only about the transfer

Q You pay the freight ?

A No, it is deducted off our bill and is paid by them.

Q What is the freight to Winnipeg ?

A Thirty dollars for 20,000 lbs., that is for a car to Winnipeg ; \$4 for transferring.

Q That is the regular rate ?

A Yes

Q Have you shipped to Montreal ?

A No.

Q Have you ever heard that these big dealers get a rebate from the railway company ?

A No, not to my knowledge

Q How do you find hog production ?

A It is increasing in quality and a smaller quantity.

Q Are they satisfied with the price ?

A Hogs have been pretty steady

Q What was the cause of the rise in the price of hogs ?

A I cannot tell you.

Q Was it to increase the supply ?

A I think the demand for bacon in the west and in British Columbia was the cause, so Griffin told me.

Q Do you not think it an extraordinary thing to look for a market in British Columbia when we are importing from the States ? What is the matter ? British Columbia is taking more than Manitoba is raising ?

A J.Y.Griffin does a big business there in the bacon that he is handling ; that is Swift's company now.

Mr Middleton :

Q How much shrinkage would your hogs lose in this transfer?

A I have shrunk farmers 5 per cent on our scales and it was 8 per cent in Winnipeg

Mr. Haggart :

Q You deny without any hesitation that you buyers parcel out the country among you ?

A No such understanding. I have known Gallaway to ask me to buy cattle for him.

Q Do you know then if there is any such custom existing among the big Winnipeg buyers that they parcel up the province among them ?

A I have heard it but have no proof of it. Heard it from people who knew no more than me.

JAMES LEGGETT, having been duly sworn deposed as follows:
TO MR. HAGGART : --

Q You are a cattle dealer and you do business at Plumas ?

A Yes

Q And you buy cattle in this north country here ?

A Yes, and I am a butcher too.

Q And you sell the meat in the neighbourhood ? A Yes

Q And you also sell the surplus cattle that you do not need for butchering, in Winnipeg ?

A Yes, I try to sell it if I can get a market.

Q You buy from the farmers ?

A All the time

Q About what proportion do you export on foot ?

A I have not shipped very much to Winnipeg. I used to sell for Galloway Brothers. I figured on him. I thought it was pretty good to have him.

Q You did not buy as an agent ?

A I bought it for him----I thought he was a good fellow.

Q Were you buying as his agent ?

A He would telephone to me to go and buy a car load of cattle and I would do it. He would come up and bring the money

Q Were you buying as his agent ?

A You know how to take it

Q That is how you export cattle ?

A Sometimes I take it myself. I took 4 car loads last fall.

Q To whom did you sell ?

A To Gordon & Ironside all the time. I shipped them in four car loads of cattle. I asked them to use me good.

Q You found that was better tactics than peddling them ?

A I would not do that. I said these are your cattl e.

Q You did not ask for bids from the others ?

A I would not call them down.

Q There was no combine or trust in Winnipeg that would hurt you

A It would be a laughable farce. I think the retailers are the boys that are getting it. I am a retailer myself.

I think they are the boys that are getting the money; the Winnipeg retailers. The abattoirs are selling meat cheap enough I think it is the retailer who is the man that is making the money. I do not know what his share is, but he is getting more than we are getting. I would not go into any combine except with the farmer .

Q Is there any arrangement or understanding that you shall not bid against each other ?

A No

Q You try and buy from the farmers as cheap as you can ?

A No. I am pretty fair. I do not give them all they want. I am shipping all the time. The C.N.R. is robbing me. No facilities at all. There are no stock yards. They do not seem to want men to take cattle over their railway. If I am shipping cattle I will never ship over their road. Gordon & Ironside write and say : Here is a price at a C.P.R. point. My grievance is the inefficient service at C.N.R. points. They are no good. The C.P.R. will not handle your car when

they get it on the transfer. I tell you the shrinkage was all right last time.

Q In your correspondence with Gordon & Ironside do they direct you to ship on any particular road ?

A Oh, yes. Gordon & Ironside's on C.P.R. points.

Q They want you to ship via C.P.R. ?

A Yes

Q Why ? What difference is there in them ?

A It is a whole lot. I sell the cattle to them before I leave home.

Q And you leave the naming of the price to them ?

A They tell me on an average, and I say : Pay me what they are worth. They use me pretty fair. I say : Take these shipments. They handle you all right.

Q The commissioners are here to recommend to the legislature what will benefit the trade. Can you give them any suggestions that you think will be of use to them ?

A No. But you can get them to move us into Winnipeg as fast you can. There are no stock yards at Plumas.

Q What you want are better facilities for shipping stock ?

A Yes

Q That would put you in a better position ?

A Yes. I would ship more over the road. I would not give the farmers any more.

Q You have a cinch on the farmer ?

A Yes

Q Has not the farmer something to say on the price ?

A They let me have the stuff. They are all friends of mine. I pay cash.

Q There is no combine between the local buyers ?

A No.

R.V.BING, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q You live at Plumas ?

A In the country, outside Plumas. I am a farmer

Q Mixed farming ?

A Yes

Q Growing grain and raising cattle ?

A Yes, and the last few years I have fed cattle. Partly my own raising partly what I have bought.

Q As a cattle buyer and a cattle seller and a person who feeds cattle for the market, have you any suggestions or grievances to lay before the commissioners ?

A There does not seem to be a sufficient margin between good and poor cattle. The price seems to be fixed by the weight not in quality. Take steers entirely, they price from 1100 pounds and over.

Q You are speaking of Winnipeg buyers ?

A My experience in selling cattle was once with Gordon & Ironside and twice with ~~Galloway~~. Galloway.

Q Your cattle were good, prime ?

A Pretty fair well fed

Q And you thought that you were not getting a sufficient price for feeding in the winter ?

A Yes, but the difference is not so much in the weight as in the quality of the beef.

Q Some farmers have been telling us that they thought the difficulty was in the farmers in not having well fed and well bred cattle. Your experience is the opposite ?

A I think we farmers suffer from that. There is no encouragement for men who breed wellbred stock. You get the same price from the buyers as for the poor grade stuff.

Q This is in dealing with buyers who come around here ?

A Yes

Q Your sales were principally to buyers in Winnipeg ?

A No, principally to Galloway and Macdonald. I never ship to Winnipeg

Q Farmers have told us that the great cause of the trouble was the the farmers put upon the market cattle that were not fit for beef, not wellbred or sufficiently finished, and that that was the cause of the low price of beef and the dull market, they say too many poor cattle are put on the market for beef ?

A The man who has good stuff has to help pay for this man who has poor stuff. The men who have poor stuff do not grade stock.

Q That is the buyer who comes here to buy ? A Yes

Q You never ship to Winnipeg ? A No

A No, I have had well a car load but never shipped it.

Q Have you ever found anything that led you to believe that there was a trust to keep down prices ?

A Nothing but the fact that I get very few bids. I just got one bid I just took the first bid that came. Because I would not get another.

Q From local dealers buying for Galloway ?

A I cannot say. But I have sold to Galloway myself. It is very seldom that Winnipeg dealers send out buyers. A sale at Plumas was three car loads shipped from Plumas stalled for Galloway. I do not know whether he acts for any Winnipeg man.

I am careful. I make it pay. I weigh everything that goes into the cattle and I feed the cheapest possible food that I can get results from.

Chairman :

Q You make a profit ?

A Yes

Mr L Haggart :

Q On what price live weight do you make a profit ?

A You have first to make the price of the cattle. The price of roughage, hay, the bulk of the feed and the price of the grain ration

Q If coarse grain is very cheap you can take a lower price for your beef and it would pay ?

A Yes

Q You have not lost money ?

A No

A. No, never.

Q And you do not intend to go out of the business ?

A No, not as long as I am farming.

Q Is there anything that you can offer to these gentlemen who are here in your interests---anything that you can suggest?

A I think the cattle might be graded so as to encourage people to turn out the best . They might be graded by a government inspector as wheat is inspected.

Q As a farmer raising cattle how would you enforce that ?

A Grade as you sell grain.

Q You go into the elevator and sell it on grade ?

A Yes

Q The elevator man might grade you down ?

A I believe in the larger markets they are graded now.

Q When you get a prime lot of cattle would it not pay to have a man come out from the city to buy them ?

A Yes, but the trouble is you usually have a mixed bunch of cattle and you have to sell your best stuff at a sacrifice in order to sell your poorer stuff

Q You have three-quarters of a car prime stuff and fill it up with scrub, there are lots of purchasers for the good stuff ; will they take advantage of that ?

A I have heard that that what happens

Q And that is the result of bringing to market cattle which should not be brought there ?

A I would make it criminal to have scrub bulls running at large.

Chairman :

Q Have you any individual grievance ~~any~~ other than there is not enough grading and no competition ?

A No, but I do not think that there is sufficient to encourage you to do your best.

Mr. Middleton :

Q Do you weigh your stock before you start feeding ?

A I do if I can. But I have no scales.

Q How much do ^{you} pay for them, do you buy by the pound or on foot

A I pay as little as I possibly can. I make it pay. There is not very much in it, but I make it pay.

CHARLES P. WILLIAMS recalled : —

Q Did you make the shrinkage 13 per cent or 8 per cent ?

A A pig is a hundred pounds, we allow the farmer 95 pounds. When we arrive at Winnipeg it is 8 per cent less than 95 per cent. When we got there quick the day there was an accident we got there on 4 per cent. We show the bookkeeper the net

95 per cent. we take that down and show what we paid. Then we are paid 7 cents a pound

Mr. Middleton :

Q Is that on hogs ?

A Principally on hogs.

Chairman :

Q It is extraordinary?

A It is the trip. If we had a good run we could do ~~such~~ so much nicer.

ARCHIBALD BENNETT, having been duly sworn deposed as follows : --

TO MR. HAGGART : --

Q You are a cattle dealer doing business in Dauphin ?

A Yes, for a little over a year. I was on a farm before that and I was in the general store business in Gilbert Plains.

I did not have many cattle when I was in the farming business.

Q Do you butcher and sell in Dauphin all the cattle you buy?

A Yes

Q And sell ~~the~~ to the citizens ? A Yes

Q You buy of the farmers as cheap as you can ? A Yes

Q How are the prices fixed at which you sell to the purchasers?

A Generally go by the Winnipeg market.

Q You and the other butchers do not fix the prices ?

A No. We may sometimes make a cut to a hotel. If one cuts another cuts to it.

Q There is no arrangement to keep up the price ? A No

Q Is there any arrangement fixed for the price of the cattle you shall buy ?

A I am not a party to anything like that. I know nothing of it

it. I have to pay more than others sometimes when I go out.

Q You do not let one butcher go to one neighbourhood and you to another ?

A No I go where I can buy best

Q The housekeeper says she pays too much ?

A It changes quite a bit from the farmer until the housekeeper gets it.

Q If you buy it at 2 cents a pound and sell it at 15 and 20 cents a pound ?

A The farmer will say that you are charging 20 cents a pound

for steak. The trouble is we are only getting 15 cents a pound for the choicest steak. They forget that there are shrinks, and lots of waste on which we do not realize over 1 1/2 or 2 cents. That costs me as much as the 15 cents a pound on foot. I am not in business for my health. The farmer does not do business right. You are only getting 15 cents a pound for a small portion. We paid for beef 4 1/2 cents, that is we paid 9 cents a pound on the block. It was not properly finished. The shrinkage was too great. It shrank a half. I did not take the hide into consideration.

Q The hide pays for itself ?

A Yes it pays for killing the animal or better. So you take that meat which cost me 9 cents a pound. I retail it at 15 cents a pound and lots of it I sold at 8 cents a pound. They are simply talking through their hats. I grant you there should be a kick. There are times when we should get more for it. I will pay the man who has them well fed and wellbred the top price. For instance I bought a grass fed steer. It

killed at 57 per hundred. There are so-called stallfeds that only kill half, 50 to the hundred. It pays better to pay more for better stuff. we can get more off it that will sell at the higher prices out of the same animal.

Q You have read the newspaper correspondence with reference to the trade ?

A No, I have not.

Q Have you any suggestions to offer ?

A I ship none, I have no complaint to offer therefore.

Q You have nothing to do with the cattle buyers in Winnipeg?

A I know nothing about them.

Q. By the Chairman :

How do you account for the fact that your prices to the consumer for those choice cuts always remain the same ? Why do you not raise the price ?

A Well, we raised it in the spring. It will go down.

Last summer all we got was 12 1/2 cents a pound.

Mr. Middleton : ++

Q How much are you paying by the pound for fat cattle this spring and this summer ?

A Stallfed I pay 4 1/2 cents a pound.

A. WAGNER, having been duly sworn, deposed as follows : --
TO MR. HAGGART :

Q Where do you live and what is your occupation ?

A Grandview. I have resided and carried on business there as a butcher and cattle dealer for three years there. I have a retail butcher's ~~xxx~~ shop and I buy and ship live stock ;

cattle and hogs. When the stuff gets too much we try and ship it out if we can make up a car. Sometimes there is hardly enough to supply our own trade.

Q Give us your experience ; what do you find wrong about the meat trade ? or the cattle trade ?

A On the cattle shipping business we want better shipping. There should be city stock yards in Winnipeg. I have nothing to say about the government abattoir. I look to be there 48 or 24 hours and can unload and feed and water ; not to sell and buy at the first man's price and if you do not take his offer you are sure to take less. I find that out at the C.P.R. stock yards. And another thing I have shipped into Toronto from points in Ontario. Toronto has a city cattle market. You unload, feed and water. You pay for hay for the cattle and for chop for the hogs. Say a train runs 120 miles, it comes in you unload directly into the yards. You feed and water your stock. And they feed all night many buyers come around and you tell them what you want. If you do not take one man's bid you get another's. In Winnipeg you have to sell to the weight off the car. I would like to see city stock yards owned and controlled by the city. Have the city weigh master paid so much a year and do fair weighing for buyer and seller.

Q Do you take the weights of the man who is buying ?

A I do not, but honest scales. I cannot dispute the weights for fear of causing a fine. You cannot dispute a weight if his scales have been tested.

Q There is a kind of tacit arrangement whereby they will not bid against each other ?

A Gordon & Ironsides, Gallagher's , Kobolds' it seems to me at that time had. That was a year ago. I would not go back I

was so disgusted. I sold it home to a fellow who could make a dollar more out of it than I could

Q Are the abattoir men out here buying ?

A No, but I have seen them once.

Q As a general rule they are not there ?

A Yes, they have the thing so monopolized that the men go to them.

Q You have no doubt that there is a monopoly ?

A Yes, but I would not say what they have done since a year.

I think if a man has a good quality of cattle he can get a good price. There are certain times of the year when grass cattle is better than stallfed. They are superior to them. Stallfed cattle we had to pay 4 1/2 cents a pound in Winnipeg. There was not enough feeding here then to supply the demand for the trade from our town. I can see by the papers that things in Winnipeg are not much different from what they were a year ago.

Q Have you any suggestions to make regarding the erection of abattoirs ?

A In Toronto they have men buying animals for the market, they wholesale to the abattoirs. I would not suggest that it be a government owned abattoir. Let the buyer come to the market and buy and sell the best beef.

Q You can butcher your stock and put it in cold storage?

A Yes, but it is another ^{thing} how long it has been in cold storage for it will be tainted.

Chairman :

Q You suggest that union stock yards there would be quite sufficient ?

A Yes

Q How would selling stock bring about competition ; could they not sit on the fence and the others hold back ?

A A man has to sell off the cars.

Q How would it bring about competition, such as you describe in Toronto ?

A He buys steers from 12,000 to 15,000 pound cattle for the export trade.

Q Suppose I went in with 15 head of export cattle and 15 butchers, I would have to sell the export to pay for the whole ; I do not see how the union stock yards would remedy conditions?

A I say the market is controlled by Gordon & Ironside. probably. I do not know who are the largest exporters, but I think Gordon & Ironside are the largest.

Q A man gave evidence that he held his calves in cold storage for three months and sold them after that for a profit, the cold storage would act as a safety valve ?

A Yes, of course, but this Gordon & Ironside could undersell us at any time of the year. We cannot compete against them. I do not think the city can. They have an advantage by freighting in train loads. I could make an arrangement with the C.N.R. to deliver 30 cars to Montreal at a cheaper rate than one car. They would make a cheaper rate.

Q One of the officers of the C.P.R. said that a car load was the unit.

A I would say so but I cannot swear to it That is my experience in Ontario on the Grand Trunk. In shipping stock to Winnipeg we should feed and water the stock.

Q The small man cannot compete with these big men ?

A No.

Mr. Haggart :

Q And you would like to have the C.N.R. facilities improved?

A Yes, I was 48 hours going from Grand View to Winnipeg, 208 miles.

Q You do not know of railways giving rebates on large shipments

A No But I should think the C.P.R. could with the western ranches. They certainly do get a rebate or they would not make it profitable the way they do.

FREDERICK PARSONS? having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q You are a farmer living in the neighbourhood of Plumas ?

A Yes

Q And you raise cattle ?

A Yes

Q Have you a pretty good herd ?

A Fairly, good, about ninety head.

Q Do you buy them too ?

A We have bought off and on. Lately we are raising less of them.

Q Do you run a dairy in connection with it ?

A No, we are making butter for the house and raise calves.

Q Do you sell your surplus stock for beef ?

A We have only had one big bunch to sell. That was last winter. Of course, prices being low and no buyers out we are not selling. A year ago last spring we sold a carload to, Galloway delivered at Plumas. There seems to be no competition. I do not know who he buys for. I think he had the cattle shipped for the old country. There would probable 23 or

24 in the bunch.

Q He appeared to be the only buyer ?

A Yes, he and Leggett I do not see any one of them on the road. They are the only ones I remember seeing for many years. I do not think there was any other buyer

Q What do you say as to the price you get from Galloway ?

A Between 3 and 4 cents

Q You think it was too small ?

A Yes, I am certain ~~it~~ of it, counting expenses, etc. I think they might have fed off the prairie unless the price was better.

Q You had a car load ?

A Yes

Q You have not sold any since ?

A Not to speak of, no.

Q Do you sell an odd one to the butcher ?

A Yes. We wanted to sell last fall, but we could not at the prices they were giving When I first came here I saw buyers here for a week. If you had a bunch of 3-year-old steers you got lots of bids. Now it is all the same price and there are one or two buyers.

Q There seems to be some arrangement ?

A I could say---there seems to be---I do not think a person can offer from 3 to 3 1/2 cents and nothing. Half a cent a pound makes a profit on anything.

Q Can you suggest to the commissioners anything that would be an improvement in the cattle trade from the farmer's point of view ?

A The butchers need such a few cattle.

Q They buy all the available cattle round and ship the balance

A I do not know, but it seems to me they handle very little cattle themselves.

GEORGE FINDLATER, having been duly sworn, deposed as follows : --

TO MR. HAGGART : --

Q Where do you live and what is your occupation, Mr. Findlater

A Gilbert Plains----butcher and dealer incattle

Q You are a member of the firm of Findlater Brothers ?

A Yes

Q And you have been in that business how long at Gilbert R Plains ?

A For sevenyears.

Q You buy cattle from the farmers and export to Winnipeg ?

A Yes

Q By the car load ?

A Yes

Q Are there any other cattle dealers in Gilbert Plains besides your firm ?

A Yes

Q In buying from the farmers how do you fix the price ?

A According to the price at Winnipeg.

Q By the dollar or by the pound ?

A Use our own judgment

Q Any arrangement between you and the other dealers as to what you shall give the farmer per pound ?

A No

Q Is there any sort of understanding ?

A No

Q Have you pledged your firm by any arrangement that no one else goes near them ?

A No

Q You heard what was said by a previous witness that there appears to be only one buyer in Plumas ?

A There are more than one

Q Do Winnipeg buyers go there ?

A Very seldom. Only once that was last spring.

Q You buy for the abattoirs ?

A I do not know as we do, just exactly. We try and sell wherever we can do the best. There was a man through there last spring he bought one load in Gilbert Plains. Of course, they, the Winnipeg people wanted us to buy for them. There was nothing definite. We were to go and buy and ship them to Winnipeg. We shipped two or three loads. They seemed to be all right. The first load we shipped direct to the yards, and after that to the stock yards, direct first to the abattoir of J.Y.Griffin.

Q There was a sort of outside arrangement for you to buy cattle for him ?

A Yes

Q And it was not satisfactory ?

A It was not

Q Was it your money or his that you paid for him ?

A Ours

Q Did you buy and consign to him ?

A Yes

Q And you did not think that the price was satisfactory when he came to settle with you ?

A The first load or two were satisfactory, but on the third the shrinkage was so great that we changed. It was over 2100 or 2200 pounds on a load of cattle and that was too much.

Q Do you ship hogs to Griffin ?

A Yes

Q Is there a shrinkage there too ?

A Yes

Q Then you shipped to yourself ?

A Yes

Q Did you go with them ?

A Yes, this spring.

Q What did you do with them ?

A Griffin got them.

Q The first shipment was consigned to Griffin ?

A Yes

Q Griffin had you where he could do as he liked ?

A Yes

Q Now you went down and sold to him ?

A After I got a bid from the others he gave me more than the others.

Q It was more satisfactory ?

A It seems to be

Q How many adventures have you had like that ?

A Just the one

Q What is your experience in that transaction , did it seem to you that these people had some arrangement among them not to put up the price on each other ?

A I can hardly say. Just about that time seems to have been a drop in price. It might have been that one firm knew just a little more about it than the other. If I got to know that there was going to be a drop in the market I would certainly hold back if I was buying. They might have known that prices were going down. Griffin seemed to take the bulk of the stuff. Griffin's men were at the stock yards. I generally called them up and told them I had a load. Sometimes I felt as if there might be a combine. I am not prepared to discuss a public abattoir. We are not certainly used right on the transfer. Q. The farmer says the cattle dealers have him foul That there is no competition, he has to take the price any one likes to offer ?

A The market seems to rule.

Q How are you buying individual cattle ?

A If we are buying for the Winnipeg market we pay accordingly.

Q You buy as cheap as you can ?

A Yes

Q Do you not give the wink to the other fellow not to interfere with this farmer when you are dealing with him ?

A No, that is honest. I will admit that the price of cattle has been very flat.

Q Occasioned by what ?

A The market fluctuating

Q How is that steaks and roasts are higher than ever they were before ?

A They are not with us. They may perhaps be a little higher this spring.

Q Is there any ^{ment}arrangement between you and the other butchers as to fixing the price to be charged to the people for their meats ?

A Six or seven years ago when we started there was a butcher there and we sold for a certain price and we sold for that. And cattle went down and we put the price down, and it rose up and up went the price of beef.

Q You made no arrangement with the other butcher ?

A No, only the hotels.

Q Is it not natural for the three of you in the same town to get together and make steaks and roasts so much and after a month or two raise them or lower them as is done with you ?

A It might have been once.

Q It might have been done in Gilbert Plains ?

A Yes, once.

Q And it was raised to its present price ? A Yes

Q You never met and agreed to reduce the price ?

A It has been reduced

Q There seems to be a sort of undefined understanding as to the price you shall charge between you, is it not likely that there was a similar arrangement as to the price you paid for meat ?

A There has never been anything of that kind

Q Will you swear that there is not now an understanding as to the price you shall pay the farmer for cattle ?

A That is right.

Q Some one here said that the trouble was with the retail butchers in Winnipeg, but are you sure that the trouble is not here in regard to the retail butchers in Gilbert Plains ?

A They are the same as the farmers, trying to make business.

Q For whom do you buy ?

A For ourselves

Q Not for Gordon & Ironside ?

A No, we would like to get a bit of that to know what to do.

Q What do you think about the farmers producing butcher cattle for the market ?

A The farmer has these cattle. He seems almost bound to sell them whether they are fit for sale or not. If I have to buy them I buy them cheap.

Q Those cattle are not fit to ship and kill ?

A No, they are not We do not buy much fit to kill.

Q The retail butchers are satisfied with the present situation?

A I suppose so.

Q They are making enough money any way ?

A I do not know, they can stand a little more.

Q You said that you would like a little better service from the railway company ?

A Yes

Q What is your experience shipping to Winnipeg ?

A The railway service is very poor.

Q Have you made any representations to the railway people ? you have not as far as you are concerned ?

A You might just as well stay at home. We have written them at different times. Of course, they say they will try to do a little better in the future.

Chairman :

Q When there is any change in the Winnipeg market do those wholesale dealers send you a statement at different times

showing the prices they pay ?

A Yes

Q And you accept this statement and buy on it ?

Yes, unless you write to them privately.

Q You act on that ?

A Yes

Q What we would like to know is this : They do not send statements like that to me, why do they send it to you ?

A It seems because we are customers. Gordon sends them and so does Griffin.

Q That would be no justification. When you get all these schedule rates and accept these schedule rates and buy at these schedule rates it seems to me as a definite arrangement that you control prices; don't you consider it as that ?

A An arrangement between us ? Well, Winnipeg is the only market it seems to me.

Q You accept that schedule of rates and buy from the farmers on it and you may show it to the farmers that that is all you can give and all you can get on that and that therefore you must buy so much cheaper --- can you make any better arrangement whereby you can regulate prices ?

A I do not know whether you call it an arrangement. It is no arrangement.

Q Are you not really entering into a contract ?

A What is a man going to do ? The farmer would be kicking worse than ever if we did not lift their stuff. I suppose we can buy at those rates.

Q Do these large dealers entirely ignore you or do you ask for them, or was there any understanding whereby these statements should be sent to you ?

A It would be natural if we were selling to you that we should want to know the price and we have got to have an understanding

about the markets ; we might have asked them to send the price.

Q Do these men presume to dictate to you or is it a little understanding ?

A It is to know how the markets are in Winnipeg.

Q It is indicated on that schedule ? A Yes

Mr. Middleton :

Q Can you ship these cattle to the stock yards on it and do you expect to hold them to the rates ?

A Yes, only there is a drop in the price.

Q If cattle dropped would you ^{accept} ~~expect~~ a drop in your price or hold them to the scale ?

A The statement says it is subject to change without notice

Q Would you accept a drop ?

A Not without notice. If I wrote to Gordon & Ironside or Griffin that I wanted it to the 15th of August, but I would accept the drop after that time. If I took their regular rates I would have to take the drop.

Q In direct answer to your question as to price they would pay it when you got there ? A Yes

W. INKERMANN WRIGHT, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q You are a cattle dealer ?

A No, a farmer.

Q Where have you been farming ?

A At Plumas.

Q For how long ?

A For eighteen or nineteen years.

Q What is the nature of your farming ?

A Mixed farming.

Q. Do you keep a herd of cattle ?

A Yes

Q About how many ?

A About eighty and sometimes a hundred and twenty. We milk about eight cows.

Q Your cattle business is principally for raising cattle for beef ?

A Yes

Q Just tell us your experience in your own words as to the price-----as to the cattle trade and business done ?

A Years ago the butchers used to come around from Winnipeg, and we had no trouble in selling cattle at a fair price, but, say, for the last five or six years we have perhaps seen one man come there, in our district, and he would look at our cattle and give us a price and if you had a mind to take it all right, and if you do not, we never saw another buyer.

I have noticed Galloway or his man come out. They seem to go 3 miles west of us and buy in that strip. Hamilton, the buyer from Neepawa, would seem to take the territory west from Galloway's. I was in Galloway's territory. I have never seen any one else except Galloway and his man. I believe Speers did buy one beast from me two years ago. They were stallfed cattle I sold to Galloway. I had kept this other beast for my own use and later on Speers came and I sold it to him.

Q From your observance as to the way business was conducted during the last four or five years the custom was to partition the territory among themselves ?

A It looked like it and the price made it look more like it. I had a car of cattle two years ago and Galloway's man came along and made me a bid for the cattle of 2 1/2 cents a pound. I said "You surely do not mean it?", and he said he wanted to cull it even at that price. I do not think our cattle are

in it with the western cattle. These cattle are superior in every way to our cattle. While at the same time we do not expect to get the price these people get, they are worth more than that. I took my cattle to Winnipeg and the only buyer I saw was Cordon and I got 2 3/4 cents a pound for my cattle. I did not make anything.

Q That is you might as well have taken the bid from the local buyer in Plumas ?

A Yes

Q Do you think independent stock yards in Winnipeg would be of any use ?

A I never thought of it----I really do not know

Q You have read the newspaper correspondence about this ?

A Yes

Q You think as a farmer that the prices to the farmers are too low compared with what they charge the consumer ?

A It don't do for a man to have cattle at the present price I have sold cattle every way. Grass cattle pays me better than stall fed, although I do not get so much for them.

Q You say that there are now so few buyers and that in the old days every Winnipeg butcher had his own slaughter-house?

A Yes

Q Now all the seventy or eighty butchers get their meat from the abattoirs ?

A Yes

Q That might account for the scarcity of buyers? A Yes

Q You believe that if Gallagher, Kobold and so on met in rivalry as they used to
ry business, would not be so poor ?

A Yes

Q You never saw representatives of each of these institutions in one locality at the same time ?

A No, not lately.

Q Looks as if each one wanted to have his own territory ?

A I do not know. But there's certainly only one buyer.

in it with the western cattle. These cattle are superior in every way to our cattle. While at the same time we do not expect to get the price these people get, they are worth more than that. I took my cattle to Winnipeg and the only place I saw was Gordon and I got 2 1/2 cents a pound for my cattle. I did not make anything.

Q There is you might as well have taken the old from the local market in Winnipeg?
A Yes.
Q Do you think independent stock yards in Winnipeg would be of any use?

A I never thought of it—I really do not know.
Q You have read the newspaper conversations about this?
A Yes.

Q You think as a farmer that the prices to the farmers are too low compared with what they should be?
A It don't do for a man to have cattle at the present prices. I have sold cattle at 2 1/2 cents a pound. These cattle pay no better than a half fed, although I do not get so much for them.

Q You say that there are now no cow boys and that in the old days every cowboy had his own outfit—how many?
A Yes.

Q Now all the country or eight dollars for their horse and the shepherds?
A Yes.

Q There might amount to a number of dollars? A Yes.
Q You think that I should have a horse and an axe and a rifle?
A Yes.

Q The man who is supposed to be one of these shepherds is now located at the same place?
A Yes.
Q Is it not likely that he is now at the same place?
A Yes.
Q Is it not likely that he is now at the same place?
A Yes.

Q You would like to get your share as to what ought to be the price of beef ?

A Yes

Q You think further that the farmer does not get high enough price for his ~~maxim~~ animal considering the price people pay for meat ?

A I do not like paying the butcher \$15cents a pound for meat for which he paid me 2 1/2 cents a pound I would sooner give them the beef than do it

Q Something has been suggested as regard the local butchers and public abattoirs ; the abattoir does not affect you ?

A No

Q Did you ever consider how much the butcher has to sell at cost ~~max~~ price and his expenses ?

A Yes, I have. This summer the local butcher said "I will make you an offer. You have no ice. You give me your beef. Give me a quarter of beef and hide and I will give you a quarter of fresh beef from the shop" We could not keep a carcass fresh. I know a butcher cannot live without profit any more than I can. He was a fine fellow. We all try to make money. I have no suggestions to make to the commissioners.

Chairman :

Q Have you considered in connection with the question of union stock yards the question of a municipal abattoir and cold storage facilities to act as a safety valve ?

A I should think it would be a good thing ; a man would not be at the mercy of those men.

Q There are seventy-six butchers there who are now out of competition, they could come in and buy ?

A Yes

Mr. Middleton :

Q In making this comparison between grass fed and stallfed what pasturage have you ?

A We have lots of prairie east of our place. We just have one quarter in summer-fallow each year. We sow oats from ten to fifteen acres for fodder and let the cattle eat that ~~which~~ grass gets gets dry in the fall. It is profitable to do that.

Q That would put them in pretty good condition. You should be able to know about the price of beef ?

A I was never in a beef ring.

Q That should be a great convenience to farmers ?

A Yes, but I would just as soon stay as I am with the butcher. From the butcher we can get it any day in the week. From the ring I would only get it once a week and apt to get sometimes too much, 25 pounds

Q In bargaining with the butcher what do you give him ?

A I do not give him the hind quarter I cut according to the chart. He has just one quarter of the animal.

It being one o'clock the Commissioners adjourned for an hour to meet at the same place at 2 o'clock in the afternoon when the enquiry was resumed .

GLEN CAMPBELL, having been duly sworn deposed as follows :

TO MR. HAGGART : -- Q. You reside in Gilbert Plains? A. Yes.

Q And have lived d there how long ? A. Twenty years.

Q What are you engaged in there ? ?

A. Stock raising and general agriculture

Q And you are the representative in the local legislature for Gilbert Plains ? A. Yes. Q You have seen and read some of the newspaper discussions and correspondence addressed to the press with reference to the meat and cattle trade of this province ?

A Yes, I think so. Q. Our question is this : What have you to say with reference to this investigation or the subject of this investigation, as a cattle raiser and connected with the meat trade ?

A. I see from the copy of the order-in-council which appointed you commissioners to enquire into the beef trade of this province that your commission is retroactive, therefore with your permission I will quote the remarks I made on the floor of the house which according to his evidence prompted Mr Richardson of the Tribune to agitate the question in the way he did. Herewith are the reports of my reference to that question from the Tribune and Telegram newspapers of January 10, 1906. (Mr. Campbell's speech as published in the Tribune is found on page 15 of this Evidence.)

Witness hands to the Chairman of the Commission the excerpts in question.

I did not make these remarks with any desire for useless agitation but because I believed that the farmer was receiving too little for his beef products and as the House is largely composed of farmers' representatives I thought it was up to them to investigate conditions and put things on a more equitable basis, if in their power.

In making the estimates above quoted you will see that I have been more than fair to the middleman in my computations.

First in the matter of freight and other expenses I only charge \$2.50 and that is really much less than the actual cost especially if the shipper is dissatisfied with the price he is offered and thinks by feeding in Winnipeg yards a few days he can obtain a better price. Next again I take as a basis of calculation 520 lbs of dead meat to the 1000 lbs live weight, 540 lbs would be a fairer average; and again I took \$2.75 per 100 lbs as an average price for butcher cattle when \$2.65 would perhaps have been nearer the mark and again the basis of 12 1/2 cents for pound average retail ~~price~~ sale price again gives the retailer the advantage.

I have taken no cognizance of the money invested in plant on either side as the farmer's plant is of just as much or more value than that of the middlemen.

I wish to emphasize to you that the kind of cattle I referred to are what are known to the trade as "butchers" these being of lighter weight than what are called "exporters"

though otherwise their quality or condition may be just as good. As you know shippers across the ocean pay, not per pound for freightage of cattle but for space and therefore it only pays to export the heaviest grades of beef cattle, as a ten hundred pound steer will cost in freight as much as one weighing 1600, therefore the lighter cattle weighing on the average about 1000 lbs are kept for the local trade here.

You will also notice that I referred to the fall and early winter six months of the year beginning with July as that is the time when grass cattle are marketed and the time when the great bulk of Manitoba cattle have to be sold.

In passing I wish briefly to refer to a criticism by a wholesaler who took exception to my remarks by saying that the Dauphin cattle were no good anyway. While some years ago when drives were long and hard that may have been true to some extent as it was quite easy to drive off 150 lbs off a steer in driving him through the mountain to a shipping point that does not alter the fact that when he and others bought the cattle and in the course of a few days put the beef on the market, the consumer had to pay for the poor Dauphin cattle just the same old extortionate price that he paid for cattle from more favored districts.

If I may say so I do not think that evidence adduced from butchers is of very much value as without doubt they will make their case as good as possible.

Neither do I think that viva voce evidence from farmers much better for though they all recognize that they are not getting enough for their beef products, still it is mighty hard for them just to know where and how they are robbed. Notwithstanding that export cattle cost more per pound here than the cattle killed for local use, and it costs about \$20

\$26 per head to land them in the old country, a roast of Canadian beef can be bought in Glasgow cheaper than in Winnipeg.

I would suggest that to have the facts of the case established beyond a doubt or rather by indisputable evidence this commission ought to have brought before it for thorough inspection the books of two of the largest wholesalers in the province, for say the six months beginning with July 1905, which record all their purchases of Manitoban cattle and also the record of their sales for local consumption covering the same period of time. An examination should be carefully made of the numbers of cattle bought which were exporters so as to determine the average price paid for those used locally, there being quite a difference in prices of the two classes at all times.

Also the books of say half a dozen retail butchers of Winnipeg should be brought before you for the same period of time and from them it could be learned what beef was costing when bought from the wholesaler and what the consumer had to pay for it.

If on such an examination being made your commission finds that the tariff of prices to the retailer by the wholesalers is the same, it must then be evident that if not a combine, certainly an understanding must exist.

If your commission see fit to follow this suggestion, I think, sirs, that the fact of too great a disparity of prices will be established beyond a doubt, and with that established beyond a doubt it gives a good starting point to get at the evil.

I have referred to the time I spoke of when addressing the house for then I was more in touch with conditions than I am now, for I was so dissatisfied with prices I was then able to obtain for my beef, that since I have shipped my stockers to the Alberta ranges where if they do not make me more money, they will at least cost me less.

Q You suggest that we take the first six months of 1906 ?

A Begin at the First of July 1905

Q Would you take that in preference to 1906 which is more remote ?

A The figures with regard to the prices paid for cattle by the Winnipeg men I knew to be absolutely correct when I referred to it in the house. I gave quotations of prices paid for hides. They always fluctuate. The argument I made in the house might not hold for last year.

Mr. Middleton :

Q Why would you suggest July, the grass cattle do not commence until early in August ?

A We were using grass cattle in July. That year was an early year and grass cattle were coming in in July. I do not speak of the stallfed stuff For we realized that there is no money in stall fed cattle for the farmer except that he gets rid of a lot of rubbish. It keeps his men and himself too busy feeding. In Ontario the profit is derived largely from the manure. This is the worst year a commission could could sit. We never had in 30 years such prices as are paid for stallfed stock, owing to the exigencies of a long winter.

Q Have you had any experience in shipping ?

A I have not shipped for years . Eight or ten years ago I used to ship. It was \$20 to \$26 a head all expenses from here to the old country.

Mr. Haggart :

Q The dealers along this line complain in strong terms in shipping to Winnipeg on the C.N R ?

A I always shipped to Winnipeg. I drove them across the mountain. The service on the C.N.R is not very good. I have shipped there. If you get there after a slow trip, perhaps from

48 to 72 hours' run to Winnipeg you have to weigh your cattle right off the cars without a drop of water or a bite of hay.

The cattle should be shipped in their normal state and should be weighed in their normal state. Any man or beast in a state of depression weighs less.

Q Some of the cattle men have suggested public stock yards, have you thought of that question ?

A Union stock yards would do away with the transfer charges. The C.N.R. hasn't a yard that can be used for a team, leave alone live stock.

Q Some of them suggest a public abattoir where the dealer can convert the animals into dead meat ?

A I have thought over that. Several years ago I took up the subject of a commission market. I tried to interest various fellows in it, but could not make it go. It looks as if a large number of the retail stores were tied on to some one or other of the abattoirs. In the province of Alberta they run it in a different way. Pat Burns owns them and they are in his name, and he has them all over British Columbia.

Q Some of the cattle dealers say that they have never seen any evidence of any combination between the wholesalers, while others say to the contrary ? They say they only got one bid ?

A That is all they will ever get. I have never personally had to take less. I never got a second bid though.

Q J.B.Lauzon tells us that the system in Montreal is much more perfect. A Cattle dealer takes his consignment to the stock yards and all the butchers there from Montreal come and bid upon it and everything is open and above board and fair, everybody getting a square deal ?

A I do not know what the conditions are there.

Q In Brandon we were told by the health officer that there was really no check upon small slaughter-houses ; that there was nothing to prevent the butcher from selling meat in which there were symptoms of disease ; He recommends a stringent supervision of that business in country points, towns and villages ?

A I do not think it is absolutely necessary. A fine watch on a man is his neighbour. If you sell lumpy jawed cattle to a butcher your neighbour knows it and will tell it at once.

Q You have enumerated various sources of information which will be of use to this commission, can you suggest any other sources to which we could apply ?

A I think that those sources I spoke of go right to the root and foundation of the whole matter.

Q Some of the farmers have told us that considerable complaint now is the result of farmers not having wellbred cattle and are sending them to market not in condition and that the price affected all the farmers' products ?

A That does not alter the fact that the consumer in Winnipeg pays the same price for a poor animal as for a wellbred animal. The dealer does not grade his beef All this beef is being retailed in Winnipeg

Mr. Middleton :

Q Do you not consider that there is far too much loss occurring between the middleman and the shipper ? Heavy shrinkage and transportation ?

A The farmer loses that. There is no price on it until all that is lost to the farmer. The small dealers ?

A It is all absorbed by them.

Q Do you not think that the reduction of the heavy shrinkage on railways and of the middleman's profits in the city would result in cheaper beef to the people and a better price to the farmer ?

A Yes. Some come to 200 pounds shrinkage. That is pretty high. But you take this pea vine stock--it is water fed. We used to have to run them through the bad bush lands and we would drive 150 pounds off an animal on the drive alone. They would lose 200 pounds usually from the time they left their home corral.

Q Would you weigh them at home ?

A Sometimes. In Alberta it is different. They will not drive 8 miles in a day. They do not know they are being driven. And they are all fed. The C.P.R. are holding sections so that cattle can go and feed before they are shipped. However, they will lose more than 10 pounds now there are many wire fences. I think the average price for stallfed stuff is between 4 and 4 1/2 cents. You buy a \$25 steer in the fall weighing 1000 pounds feed him to ~~XXXX~~ 1150 pounds. If you put a pound a day of flesh on him you are doing well. Perhaps they all will not do as well as that.

Q A great deal depends on the price of your feed ?

A Yes

The chairman :

Q Does the C.P.R. ship cattle on its boats now ?

A I do not know.

Q Can you throw any light on the subject of large dealers buying away the space from the small dealers ?

A It is all hearsay evidence.

Q What is the cost of shipping an animal to Liverpool ?

A \$28 to \$31, from here in quantity from \$20 to \$26. Sometimes you get cheap space in a tramp steamer.

Q Do they feed their own hay on shipboard ?

A They used to.

Q Would you think that union stock yards would be any kind of a remedy as long as the present monopoly exists ?

A I do not see how it could.

Q We must suggest a remedy not only permanent but effective ?

A Yes.

Q You would not get at the root of the matter by the establishment of these union stock yards ?

A No

Q Is there any other point ?

A No

Mr Middleton :

Q The railway commission should deal with this transportation question ?

A It is up to them to deal with it now. It is a matter of which we all know ; none can prove rebates but we all know it.

GEORGE LAMPARD, having been duly sworn deposed as follows:

TO MR. HAGGART : --

Q You are a butcher ?

A Yes

Q And doing business in Dauphin ?

A Yes

Q For how long ?

A Since the First of January

Q Where were you carrying on business before ?

A In Ontario.

Q Your experience here is only since the 1st of January ?

A Yes

Q You buy cattle from the farmer and sell meat to the citizens?

A Yes

Q You have not made your fortune yet ?

A I have not made anything yet.

Q Have you kept even ?

A Then I have done well.

Q You buy from the farmer as cheap as you can ? A Yes

Q And buy at ordinary prices ? A Yes

Q How do you fix that price, by arrangement with the other butchers ?

A Figure it out to let me out.

Q You find out what the other butchers pay ?

A No, I have butchered quite a while and I know what will clear me.

Q How much profit will you get on a carcass of beef, say a carcass of 1000 pounds ?

A Oh, our beef has been costing us a high as 4 1/2 cents a pound.

Q And as low as ?

A Three cents a pound. We have not changed the price retail.

Q About what percentage do you make ?

A I cannot say. It don't dress much over 50 pounds to the cwt.

Q You do not know of any arrangement among the butchers, either wholesale or retail, to keep the price down for buying cattle ?

A There is nothing of that done here ; no, they do not combine here

Chairman : Have you shipped any cattle ? A No.

Q Is there anything in connection with your business that you would like to have improved ?

A I don't know. I started at the wrong time of the year to make money. I don't think that I have any evidence that would be of any value.

SITTINGS held in the Council Chamber in the Town of Souris on Thursday the Eighth day of August 1907, commencing at 10 o'clock in the forenoon : Before Mr. Commissioner Campbell, chairman, and Mr. Commissioner Middleton.

Alexander Haggart, K.C., counsel for the said commissioners, and Horace A. Craig, the secretary.

JAMES MILLIKEN, having been duly sworn, deposed as follows : --

TO MR. HAGGART : --

Q Where do you reside ?

A Six miles north of Reston

Q Your business or occupation ?

A Farmer

Q Do you raise grain or stock or both ?

A. Both

Q You have a herd of cattle ?

A Yes

Q How long have you been in the cattle business ?

A To my knowledge, all my life. I have been in the country 23 years.

Q What is the size of your herd ?

A Fifty-seven about.

Q Do you raise cattle ?

A Solely for the beef market, but we are milking ten cows at the present time. My principal object is beef I sell each year on an average ten each winter. Feed off the grass five to ten in the summer , and feed ten in the winter; I make it a point.

Q Do you buy any cattle from your neighbours ? A Sometimes

Q Do you buy frames to fill up ? A Yes

Q To whom do you sell your cattle generally ?

A To the butchers at Reston.

Q Do they come round to you, the butchers there ?

A Yes, generally

Q And you make the best bargain you can with them ?

A Yes

Q Do you buy it to sell in the neighbourhood as beef and sometimes to send to Winnipeg ?

A Sometimes each.

Q Is there any competition, how many butchers are there in Reston ?

A Two

Q Are there any other cattle dealers there ? A No

Q All yours is sold to one or other of these two butchers ?

A Yes, but sometimes we sell to Virden.

Q Do they come to your farm ?

A Yes, I sell sometimes by the pound; sometimes by the lump.

Q From your experience you can tell pretty near what beef it will produce ?

A Pretty near.

Q And when a butcher makes a lump offer you can size up that offer ?

A Yes

Q What have you been getting ?

A Four cents a pound, stalled in the spring. They went to Winnipeg. The butchers took them to Winnipeg.

Q What do you say as to that price ?

A I think it was a pretty fair price

Q It is a fairly paying business at that price ?

A Yes, at 4 cents you can make lots of money

Q It will depend on the plentifulness or scarcity of grass grown ?

A Yes ; I always grow grain for them.

Q An ordinarily industrious farmer might make money at that price ?

A Yes

Q Last year what did you get ?

A Four cents a pound

Q And you make the same answer with reference to that sale that it was a fair sale ?

A Yes

Q You are a farmer raising cattle with considerable experience ?

A Yes

Q You have read the communication that was sent to you showing the objects of this commission ?

A Yes

Q Now it is claimed by certain parties that the farmer is not fairly treated ; that he does not get what he is entitled to for his cattle ?

A I think sometimes that the farmer is to blame himself and he does not know the value of his cattle. I have given a man a couple of dollars more than he asked.

Q We have been told by some people in our investigations that part of the trouble was caused by the farmers putting on the market cattle not fit to be killed ; not proper beef cattle ?

A That is correct. I blame the butchers a great deal for that. The butchers will advertise a certain price and the farmer takes in stuff not fit to be sent away. I have often advised the butchers to go and see the cattle and hogs. If his stuff is not a certain quality it is a losing concern.

Q The people say that the farmer gets too little for his cattle and the buyer says he pays too much for them dead meat, and that these butchers, the middlemen, retailer or wholesaler,

get more than their share; have you thought that out ?

A. Yes, Glen Campbell talks about the roast of beef in Glasgow but he does not state the Glasgow price. As it is now we simply have his word. The Glasgow meat is a poor carcass and cheap meat

Q Disposed of for little profit ?

A None at all

Q It has been insinuated that these butchers and cattle dealers agree among themselves that they will not bid against each other, what do you say about that ?

A I do not think it is correct. Yesterday morning before I cameaway I called on my neighbour. He has four steers. He has them left on his hands. The day before he had a butcher out from Virden and offered 3 cents a pound for the four cattle and two cows, pretty old cows too. I came to Reston and I met another farmer. He has a herd of 100 ; he sold eight steers, grass cattle, at 3 1/4 cents a pound.

Q What do you say as to that price ?

A There would not be so much difference , however, when you came to think it over.

Chairman :

Q On account of the exceptional conditions last winter, could you give us some idea of your experiences last fall. Your experiences this spring are exceptional ?

A In the way of a combine ? I do not think there could be any combine. Murphy of Carberry had no restricted price. My experience this year was not so profitable, as on account of the hard winter we could not get chop by reason of the storms.

Q You found it a hard winter ?

A Yes

Q It was hard to feed cattle last winter ?

A Yes. I did not make hardly so much as in the previous winter. I might have made 4 1/2 cents a pound

Q Do you buy cattle sometimes for others ? A Yes

Q Do you ever buy for the abattoir men ? A No.

Q You supply the local butchers of what towns ?

A Reston and Virden.

Q They give you a free hand ? A Yes

Q Was there anything like this : You are not to bid against certain other cattle men ?

A Never. The thing was to try and get a snap if possible. Though I do not believe in taking snaps I said to Murphy cattle dealer of Garberry "We pay a fair price."

Q Can you suggest anything that would be of benefit to the farmers in the cattle trade ?

A No, I do not think that there is anything that is unfair.

Q Do you think the producer is in a fair and open market ?

A Yes, he can get a fair price for his beef.

Chairman :

Q Have you any individual grievance ?

A No the butcher takes 15 cents a pound for a roast of beef or loin roast. He has not a very great profit from that. I heard that hides were so much down now.

THOMAS FORKE, having been duly sworn, deposed as follows :
TO MR. HAGGART : --

Q. Where do you reside ?

A At Pipestone.

Q And your occupation ?

A Butcher.

Q How long have you been there ?

A I have been in the Pipestone district for 25 years and in the butcher trade, 3 years.

Q What does your business consist of ?

A Butcher and cattle raiser. I raise cattle myself and ship to Winnipeg and for my local use.

Q You are a butcher, cattle raiser,, seller and dealer ?

A Yes

Q How much do you send to Winnipeg ?

A One car a month.

Q You get these cattle principally from the farmers ?

A Yes, in the district I buy according to the market.

X There are considerable cattle raised around Pipestone .

Q If you can get a bargain you take it ?

A We sure do

Q You have read this commission and see the scope of this enquiry ?

A Yes

Q In shipping your cattle to Winnipeg during the last 3 years as a cattle dealer selling to these men in Winnipeg give us your experiences ?

A In shipping cattle I can point out from the start where there is no combine. I do not think they discriminate between the price of good cattle and bad, poor, cattle. I think the principal trouble is the over-production of inferior cattle going into Winnipeg which keeps the market down. There is always a big surplus of inferior animals going in not profitable for the export trade.

Q They keep the price down to you and you keep them down to the farmer ?

A Yes

Q It has been told us that if you bring a car load of cattle into Winnipeg you get one bid and no other bid ?

A That is not my experience. Though I have sold principally to Gordon & Ironside. And I have sold stockers to Eastern buyers.

Q Do you bargain for their disposition before you go down ?

A No. I take them to market and put them in the stock yards and the highest price is what we are looking for. I have seen no evidence of a combine so far.

Q Not in their dealings with you and others ?

A I cannot say that I have noticed it

Q It is charged that the farmer gets too little for his live animal, and that the man that buys the steak or roast pays too much, and that some of you butchers or abattoir men get more than you are entitled to ?

A I take one car load of cattle down to Winnipeg at the end of May and paid \$4.50, \$4.60, per cwt. live weight at Pipestone I paid 19 1/2 per cwt. for freight on 20,000 pounds. That is a car. I sold two animals out of them for 5 1/4 cents a pound. And 4 went ^{for} ~~went~~ 4 1/2 cents a pound, I am sorry to say, and the balance for \$4.80 per cwt. I lost money on that.

Q You would not be in a frame of mind to consider that the butchers in Winnipeg had a snap ?

A It seems an average price, a fair price ; Gordon was selling at 8 1/2 by the carcass. I paid too much for the cattle. There is this. It is no use me going to another buyer if he is paying the full value for the animals. But there is no understanding.

Q If two, or three butchers are all going after the same man ?

A It is a waste of time.

Nearly well used there

Q The man who is giving the value is the sole judge ?

A Well, he pays, all he can afford to according to Winnipeg prices.

Q Is there some arrangement that one particular part of the country only shall be travelled by a buyer ?

A The Winnipeg market entirely rules the price. we each are governed by the supply and demand. It has been as high as 5 1/2 and 6 cents in Winnipeg.

Q It is charged by some people that the Toronto and Montreal markets are far better than the Winnipeg market ?

A The price of hogs are \$6.90 in Toronto when they are \$7.75 in Winnipeg, at the same time.

Q You buy hogs for shipment ?

A Yes

Q What is your experience in shipping hogs ?

A I find it fairly satisfactory. I have a ~~grievance~~ grievance against the C.P.R. for an inefficient service. This month and the month before, I was pulled out from Souris and left on a sidetrack at Holland until the next day

Q The result was dead animals or excessive shrinkage ?

A Yes, excessive shrinkage. It is usually from 30 to 48 hours on a distance of 200 miles. There are no facilities to feed animals on the way. I ship straight through to Winnipeg with a stop over, and they drew the train down to Holland and left me there until the next day

Q Did you ever buy on commission for the a battoirs in Winnipeg ?

A No, never.

Q How do you find that you are treated at the stock yards when you get there ? How about shelter and accomodation ?

A Fairly well used there

Q You never went over the C.N.R.?

A No, never.

Q You would not see the same demand for union stock yards?

A No, I have always shipped by the C.P.R.

Q Have you ever thought over this proposition of union stock yards, public market and abattoirs?

A Yes

Q In whose hands would you place them?

A I do not know, unless it would be the City of Winnipeg

Q You have a grievance on account of the railway service?

A Yes

Q Do you think that the shrinkage is excessive?

A Yes, on account of the length of time on the way

Q Some say that the animal should be weighed in its normal state?

A That would be a fair way

Q You charge the farmers with considerable shrinkage? He pays the shrinkage?

A I cannot say he does, though indirectly he does.

Q From your experience in three capacities can you give the commissioners any suggestions that would be an advantage to the trade from your point of view?

A No, but I think that it is a better quality that is wanted. The Winnipeg market is glutted. I have myself seen Gordon buy a car load of cattle and offer them to any man to take them back because he had no use for them

Chairman :

Q Where do you get the price you pay, from a schedule?

A Occasionally they send us a schedule.

Q Beef cows are scheduled at 2 cents and 3 cents, and choice steers at 4 cents and so on, these prices regulate you?

A. Yes

Q That is, you pay 2 cents according to the schedule for the cow, and 4 cents a pound for prime beef. When these animals are slaughtered the carcass of the cow on the block costs exactly the same as the prime steer on foot ?

A That is pretty near it.

Q Have you ever known of a butcher selling a cow steak any cheaper in recent years, did you ever know of a butcher grading the meat he sells the same as these prices ? I have never known yet a butcher who does not sell the low grade at anything but the high price ?

A I do not sell that stuff

Q You know they are killed ? Everything that is not exported we have to kill here ?

A That may be for the Winnipeg trade. The local trade has small steers and heifers. In the country there is but a very small percentage of that stuff used, but there is a trade for that prairie stuff in Winnipeg. I know there is a trade for that stuff. These animals I sold were not in a condition to use as butcher cattle. They were sold to be fed at the water-1000 distilleries.

Q How often do you find any competition in Winnipeg ? How often do you find one big dealer raising the price on the other

A There are only three and they do not make much difference in price

Q In going out to buy cattle there is no use in going where there is another buyer ?

A That is it

Q Have you any suggestions ?

A I do not think there is any suggestion that I could make.

Chairman :

268

Q In connection with the market in Winnipeg it was mentioned that it would improve the butchers' trade by the erection of public abattoirs also ? You think it would ? A Yes

Q We had one witness who said that he had kept 30 calves in cold storage for 3 months and sold his meat for 6 cents a pound now if the public cold storage was something like that it would steady the market ?

A It would be somewhat of a relief to the market

Q Cold storage would prevent you from sacrificing it ?

A. Yes.

Q You could not be held up ?

A No. The C.P.R. should run certain train at certain times and save the long haulage, but it could not bring all the cattle in on the same day. I consign all the cattle I ship to myself.

Mr. Haggart :

Q From a humanitarian point of view it would be a proper thing to transport cattle with more comfort and it would be cheaper ?

A The C.P.R. charges us 19 1/2 cents per cwt for a 20,000 car from Pipestone. Hogs weigh between 100 and 200 pounds each. You cannot put that weight on one deck. They are weighed at the local shipper's expense.

Q Could there not be some inexpensive plan devised for feeding and watering cattle on the way ?

A Yes, if they had a point half way down to feed and water them.

Q Without unloading ?

A No, you must unload. That means a great delay.

A The American cattle is always a

Canadian.

JAMES MILLIKEN recalled : TO THE CHAIRMAN : --

Q It has been contended by farmers that there is a combination between the big dealers in Winnipeg and that they have got the cattle market of this country in their own hands. Cold storage facilities have been suggested in order to regulate that. And I will assume we are going to have a municipal abattoir in Winnipeg to see that the consumer gets a square deal and that there will be room made for competition --- What objection have you to that ?

A There are too many cattle of an inferior quality going in.

Q Suppose we say one remedy would be that farmers should improve their stock and finish them better for the market ?

A Yes

Q That would be a partial remedy ? A Yes

Q That does not hit at the point, at the combination ?

A I think it would. Forke says he is perfectly satisfied with the price for good animals. I do not think that there is a combination.

Q There is practically only one buyer in Winnipeg according to some evidence ?

A Yes, but put an inspector. The government should step in and prevent the slaughter of animals not fit for putting on the market. That would be a remedy.

Q That does not touch the point ?

A The old country market rules the price for exporters.

Q Another man putting up the price here said that the foreign markets do not control the price of our butcher's meat ?

A The American market is always 2 or 3 cents more than the Canadian

JAMES WILLIAMS speaking : TO THE JURY :

Q It has been contended by farmers that there is a combination between the big dealers in Winnipeg and that they have not the cattle market of this country in their own hands. Now, one facilities have been suggested in order to regulate that, and I will assume we are going to have a municipal authority in Winnipeg to see that the consumer gets a square deal and that there will be room made for competition --- What objection have you to that?

A There are too many cattle of an inferior quality going in. Q Suppose we say one remedy would be that farmers should improve their stock and finish them better for the market?

A Yes.

Q That would be a partial remedy?

Q That does not hit at the point of the combination?

A I think it would. Now, he says he is perfectly satisfied with the price for good animals. I do not think that was a combination.

Q There is no difficulty only one paper in Winnipeg ---

A Yes, but the government the government would keep in the market, that would be a remedy.

Q That does not touch the point?

A The old country market was the place for exporters.

Q And the man buying up the cattle here said that the foreign market was not a market for cattle?

A The old country market was the place for exporters.

Q. My reason for re-calling you was to discuss the question of a public abattoir, ~~270~~ would you be in favor of it ? A. No.

WILLIAM LOTHIAN, having been duly sworn, deposed as follows :

TO MR. HAGGART :

Q Where do you reside ?

A At Pipestone

Q What is your occupation ?

A I have been a farmer for 25 years

Q You are a cattle raiser ?

A Yes, just raising cattle

Q You raise and sell to cattle dealers ?

A Yes. I raise from 50 to 80 head

Q Do you do dairying ?

A Just for our own use, not for the outside.

Q How many do you sell on an average ?

A About a dozen to the local buyers generally

Q That is, butchers ?

A Yes, in the several villages round.

Q And these butchers export ?

A Yes, and use just as much as they require for their own trade.

Q Tell plainly to the commissioners your experience and what suggestions you have to make as a cattle raiser ?

A In early years I raised stock to pay for land and I acquired equipment for raising wheat and have gradually reduced my stock and raised wheat which I find more profitable and pleasant.

Q In earlier years you had a bigger herd than you have now ?

A Yes. Most of my neighbours are inclined to reduce their stock and give their wheat farms better attention.

Q For what reason did you take that course ?

A We found that by applying the time and labour we were going to make more out of it than in cattle. I can make \$500 on a quarter-section, and could just about double it on wheat.

Q Does not that require more labor ?

A Yes, it requires more labour and equipment, but you can do with less to live on in the winter, though.

Q As to net profits, is wheat more profitable ?

A Yes, I and my neighbours have found it so. Of course, we have good land.

Q That might not be the case with lower lands ?

A No, my land is all adapted for cultivation. It is all arable land.

Q Did you ever have any trouble or complaint to make with reference to whether you were getting a fair show with the cattle dealers ?

A No, and in the way of a combination I have never noticed anything. I had dealers from Virden, Pipestone and Preston and have never found any arrangement made ^{etc} between them to keep prices down. They have always been too anxious to buy at a profit.

Q Now that you have had 15 or 20 years cropping done do you think it would be more profitable to increase the herds ?

A Well, of course, there is a profit in manuring. Further, I am inclined to think that it is quality not quantity. Cattle will deteriorate if not looked after. The farmer is therefore much to blame for the uncertainty of the market.

Q And the glutting of the market is the cause of a great deal of the trouble ?

A Yes, that is the same in the old country. In Edinburgh a prime animal commands a good price, a poor animal a slack sale.

Q For what reason did you take this course?

A We found that by applying the time and labor we were able to make more out of it than in cattle. I can make \$200 on a quarter-section, and could just about double it on wheat.

Q Does not that require more labor?

A Yes, it requires more labor and equipment, but you can do with less so live on in this winter, though.

Q As to the profits, is wheat more profitable?

A Yes, I and my neighbors have found it so. Of course, we have good land.

Q That might not be the case with lower lands?

A No, my land is all adapted for cultivation. It is all available land.

Q Do you ever have any trouble or complaint in case with reference to wheat you are getting a fair show with the cattle business?

A No, and in the way of a complaint I have never noticed anything. I had cattle from Jordan, Eggerton and others and have never found any complaint made between them in the winter. They have always been too anxious to buy at a profit.

Q Now that you have had it 20 years growing down to you, would it be any more profitable to grow it?

A Yes, it would be more profitable to grow it. I have never seen it grow better than it does now. It is a good crop and it is a good crop. It is a good crop and it is a good crop. It is a good crop and it is a good crop.

I have never seen it grow better than it does now. It is a good crop and it is a good crop. It is a good crop and it is a good crop. It is a good crop and it is a good crop. It is a good crop and it is a good crop.

Q You know the scope of this commission, have you any suggestions that will assist the enquiry ?

A So far as Winnipeg is concerned it is the only consuming market, and if farmers will push inferior stuff on it they can only expect a slim price. There is no discrimination between the good and the inferior. In the British markets are always quoted at a premium, they are always slaughtered here for some reason, but the meat might go over without difficulty.

Q The abattoir men and the buyers regulate their price of cattle on foot, but you and I go to the butcher and pay a high price for a roast or a steak and you do not know whether it is for good or inferior cattle ?

Mr. Milliken : You ought to know better.

Q. We are charged the one price for the young and the old steaks ?

A There ought to be discrimination in price, but I think the epicures will be able to choose. In the village there is no combination.

Q The butcher who gives a poor class of meat to his customer loses eventually ?

A Yes

Mr. Forke : I was told that the principal butchers in Winnipeg always ordered steer beef.

Witness : According to that the primest beef is not appreciated. As to its being excessive in price a chilled beef trade with the old country would remedy that

Q Have you thought out the question of union stock yards and a public abattoir and by whom it should be established ?

A Yes, I think it would be a good thing to regulate the trade. It would lend to it a solidity that does not exist at the present time.

Chairman :

Q You do not know of any arrangement to keep down prices ?

A No.

Q Did you ever see any evidences that they were trying to eliminate competition, not trying to keep down prices ? Or have you seen any attempt to eliminate the waste of competition ?

A Certainly ; it would be their policy ; this, from the big dealers stand point

Q Would you be in favour of our exporting meat in the chilled state ?

A Yes

Q You think it would be preferable to shipping on foot ?

A Yes

Q Is there any other matter that you think would be of interest to us from your stand point ?

A With the chilled meat trade it would be a difficult way with the complaint at present on transportation. The commission should look very carefully into the transportation question.

We must have an improvement

Q Have you any suggestion as to the remedy for that ?

A Report to the railway commission

Mr. Middleton :

Q As to this discrimination in regard to heifers ?

A Of course, they could be handled separately

Chairman :

Q The meat trade is such that the farmer in his own interests should be inclined to discuss it ?

A Well, raise the quality before you raise the quantity, and if you can do more, you are all right.

are buying, to \$1

Q Is there any understanding or arrangement between you and men in your neighbourhood as to the price you shall give ?

STEWART BAIRD, having been duly sworn, deposed as follows:
TO MR. HAGGART : --

Q. Where do you reside ?

A Rathwell.

Q What is your business ?

A Butcher and cattle dealer

Q A little more detail---you buy from the farmer, butcher the cattle and sell the dead meat at retail ?

A Yes, retail the dead meat

Q And ship cattle to Winnipeg ?

A Yes

Q How many butchers are there in Rathwell ?

A One

Q How many cattle do you ship a year ?

A Some years I have been doing it. I have a lot. I let mine stay around home. Within the last year or two, I have shipped about 8, 10 or 12 around there.

Q The area in which you purchase is not so great now ?

A No, not so large. There are more cattle dealers now than there are cattle

Q In some parts of the province were told that if the farmer saw one cattle dealer he was fortunate ?

A It is not so for between Winnipeg and Souris you cannot turn a corner without running into one.

Q Who are the other buyers or dealers ?

A Some butchers, farmers, wheat buyers, they run pretty nearly every other occupation along with the cattle business. Farmers are buying to ship.

Q Is there any understanding or arrangement between you and men in your neighbourhood as to the price you shall give ?

A None whatever. That was always the big objection. We were too big to jump in and do it. We have not got advanced that far.

Q You buy as cheaply as you can ?

A We are governed by Winnipeg. Winnipeg governs everybody. You get your schedule of prices from Winnipeg and they wire you that prices are good to a certain day, they again wire you if the prices go down and you have to take it at that. The market is regulated there. They make the market. If there is a glut they have the best of it. We were all made hogs and some have got better than others.

Q Do you think the Winnipeg butchers are in a combination ?

A No, I do not see why they should be.

Q You have seen the newspaper comments and the correspondence to the papers, what do you say as to that ?

A I have been in the cattle business all my life. I find there are an awful lot of people making improvements. You say beef is all one price. If I pay 2 cents a pound for a cow it is 15 cents for the beef ; 3 cents a pound for a steer, 15 cents a pound for the beef. But remember when you kill that cow I would rather have the steer cut at 3 cents a pound. In the steer you get more beefsteak to the hundred. You get a great big slab-side d cow and you have 200 pounds of boiling beef which you have not in the heifer. That is why a beefsteak is a beefsteak.

Q So we are both right ?

A Yes

Q Only you have a little fuller knowledge of the details ?

A I do not think that the retailers get enough for their stuff

Q You do not think that the retail butchers are making enough money in the country ?

A No, that is where they are doing a longer credit business

Q Is it not a fact that the retail butchers charge more than they ought to ?

A No

Q Can you give the commissioners any suggestions ?

A I would be very much in favor of union stock yards and a public abattoir. It is the only remedy I can see out of it. There is a class of butchers in Winnipeg that want poor cattle others that will not have it at any price. I take in a car load of cattle half good and half poor. They naturally do not want the poor stuff. They tell you that now. But if they have union stock yards, and if they would give us 2 market days a week, and the C.P.R. could give us 2 stock trains a week, proper stock trains that will arrive on the market days, it would do. I think that is where the retail man has a "fall down" in Winnipeg, because the little fellow has to pay as much for the poor stuff as the other fellows pays for the good stuff. We cannot always get the price for the good stuff. We only get butcher prices. The majority is butcher cattle. And you cannot get the price for that individual one export steer. You can take a car load of cattle in their now, and a butcher wants four or five head of cattle, and the rest of them will boycott you. If there was a market both two days a week you could sell both classes.

Q You have heard a large number say that the poor cattle causes an unsatisfactory state of the market ?

A There is a lot to that. But I think the cattle buyer is just as much to blame. We have men buying cattle who know no more about it than a box car. With an open market in Winnipeg they will have to sell it for what it is worth. They buy cattle accidentally and make up the cattle. When that market

is going if a cow is put on it worth 2 cents that is all he will get, and if it is worth 4 cents he will get that.

Q With a well regulated market these men would soon be put out of business ?

A Yes

Chairman : --

Q Do you raise sheep now---do sell mutton ?

A I do not raise sheep . I sell very little mutton.

Q Does the hog market fluctuate like the cattle market ?

A No, it is a different market.

Q Do you think these ill's imaginary at times ?

A Yes, as far as hogs are concerned, I think they are.

Q Do you ever ship further east than Winnipeg ?

A Yes, I shipped to Montreal. I made one shipment from Souris of six cars to Montreal.

Q When was that ?

A Three years ago

Q What were the facilities on the way ?

A Well, we found that the shrinkage was not excessive. We found the the shrinkage was the same in Montreal as in Winnipeg. The first shrinkage is the big shrinkage. After the first shrinkage they do not get much thinner. I was on the public market. I found that when you got there that you have the butchers, the commission men and the abattoir men after the stuff. If the butcher can pay more than the abattoir man he can pay it. There are men who up there once a week and buy 6 head of cattle. It is worth a little more to them to buy their cattle thus and send them to the abattoir ; the abattoir returns them everything

Q Is it a public abattoir ?

A I believe so, rented to private parties and controlled by the city.

Q If you could not get a car car to be in

structure. I have said there

Q In Winnipeg the butchers are all obliged to buy from the private abattoirs ?

A Yes

Q Have you anything else that you would like to state in connection with your side of the business ?

A I think the railroad facilities should be better. Where we find railway competition we find other competition. I think you should get after the cattle buyers and the C.P.R. The farmer has to pay that 5, 6 or 7 per cent shrink. Let them feed them up to the value.

Q Did you ever lose hogs in shipment ?

A. Yes, through heat, through something that could be prevented, and at the rate charged for hogs it is impossible to get them into the car. In the east they will allow you \$5 for putting in a deck. They help the hog business out. Here it is impossible to get more than 17,000 pounds into a car and you have to pay for 20,000 pounds ; in a deck car you can get \$28,000 pounds.

Q Have you any reason to believe that any shippers get better rates than you do ?

A No, I do not.

Mr Middleton :

Q Can you explain the double-decked car ? Are you then charged for 28,000 pounds ?

A You will be charged for 28,000 pounds. In the east if you furnish the deck they allow you \$5 and charge you for your freight, for 28,000 pounds. If you put in a deck in this country you put it in at your own expense. We run them right into the stock yards. I think the Winnipeg stock yards are the biggest curse of this country. You cannot get in inside of an hour. A man ought to be in the yards inside of 20 minutes. I have lain there, 5, 6 and 7 hours. I have gone

in again at night and found my cars still in the yards.

Q Did you make any complaint ?

A Yes, and that is all the good it will do you. You take hogs and smash them around and they will shrink \$5 an hour. That is when they do their big shrinking.

Q Does the C.P.R. control these yards ?

A They control them.

ARTHUR SANDERS, having been duly sworn deposed as follows:
TO MR. HAGGART : —

Q. What is your business ?

A Retail butcher at Souris.

Q And you buy cattle from the farmers in the neighbourhood for that purpose ?

A Yes

Q Do you sell all the cattle you buy ?

A No

Q You sell what you need for your retail business and take the rest to Winnipeg ?

A Yes

Q Your business is somewhat similar to that of the last witness ?

A Yes, except that he would ship more to Winnipeg than I would

Q You received a letter from the Commissioners ?

A Yes

Q That showed the scope of this investigation. Have you read the correspondence in the newspapers in this matter within the last year or so ?

A No

Q You have often heard it stated that there is a combine in the trade ?

A Yes

Q Is there a combine between the butchers of Souris to keep up prices ?

A Not that I know of.

Q How do fix the prices ?

A By what the beef cost us.

Q Is there any understanding between you and the other butchers in Souris that you shall not bid against each other ?

A No

Q If one one is in a neighbourhood buying does the other refrain from entering that neighbourhood ?

A No, this man, R. Harding, from Carroll, comes within 2 miles of here.

Q There is no understanding that you shall pay a certain price to the farmers ?

A No

Q Who fixes the price for the beef, is you or the farmer ?

A Any surplus we buy goes to Winnipeg. I fix what we offer, I have to buy by the Winnipeg prices. I lost \$40 on the last shipment.

Q It is charged that the middlemen get more than they are entitled to ; that you middlemen are getting rich ?

A I have not got as much money now as when I started. The charge is not true in my case . There are not 2 or 3 car loads of cattle shipped from Souris a ^{month} ~~week~~. The cattle business does not amount to much here.

Q It all goes through you or some of the cattle dealers here?

A Yes

Q In selling to Winnipeg men, did you find that there was any thing to lead you to suspect that there was a combination ?

A No, the last time one firm offered me \$2.75, and I found another buyer and \$3.25.

Chairman :

Q When was that ?

A Last month.

Q Take last year ?

A I usually sold to Gordon & Ironside for the last two or three years

Q Do you ever get bids from the others ?

A No

Mr. Haggart :

Q So what they said was true ?

A No, I do not think so.

Q You buy for own speculation ?

A That is all ; I use my own judgment. I bought a steer once . It weighed about 1210 pounds and I tied him up to a post for the night. When I put him on the same scales the next morning he weighed 1070 pounds --- on the same scales. I had to lose that shrinkage at 4 cents a pound. That was a fair price for that steer. I have paid as much as 5 cents. That steer was plugged. I am watching that farmer. If I had taken that steer to Winnipeg he would have shrunk another 100 pounds.

Q Have you any statements to make to the commissioners that would be information for them ?

A I think people should be allowed to feed and water before weighing. It is the better way. As it is now it a great benefit to the packers, and it benefits nobody but them. They buy practically all meat, all of which they can sell.

Q How about union yards and a public abattoir ?

A I do not know. If the cattle were fed and watered first the C.P.R. stock yards would be all right. In the public abattoir they could keep meat all the winter so that it would regulate the market.

Q Would it require different classes of cattle ?

Q Would take off the surplus of stuff that would have to be sold otherwise ?

A Yes

Q You do not know much about the retail business in Winnipeg itself ?

A No, I do not know anything about it.

Q Have you any other suggestion to make to the commissioners in your own interests ?

A I ship 30 car loads of hogs in a season. We ought to have shelter and water in the tanks as we go go by.

Q To spray them or give them water ?

A To cool them off. They charge us for 20,000 pounds, when you ought only to put in 15,000 pounds in a car. They charge us for 20,000 pounds. You can only get in 75 hogs weighing say 200 pounds each, that is , 15,000 pounds.

Q How would you enforce such alterations by the C.P.R., by the railway commission ? You do not know ?

A I do not know. But it ought to be done in the interests of humanity --- in the interests of the animals.

Chairman :

Q You were here while Mr Baird was giving evidence ; was there anything in what he said that you would give in evidence ?

A I do not think his scheduled stock train would be any good because it would get us all in together. It would throw us all on the market the same day.

Q That could be regulated ? Would not that be a market day and all the buyers would be there ?

A I never saw the C.P.R. stock yards bare yet. I cannot see any any benefit in it for the small butchers ; they will have to go there and buy along with the others.

Q But different classes of butchers would be present who would require different classes of cattle ?

A They might not be bought up ; how would you get them home again ?

Q Use the public abattoir and cold storage ; turn them over to the public abattoir.

Mr. Baird : We all go in and every butcher in Winnipeg will be there. It is not Gordon's, nor Gallagher's , nor Griffin's, because everybody will be there to buy it.

A. I have never had any trouble in selling good stuff in Winnipeg.

Mr. Middleton :

Q You made a remark in connection with the abattoir and cold storage system, do you think it would have too much inferior meat in the spring ?

A They would have a lower grade, inferior meat, to compete against the higher priced cattle.

Q When cattle is in good condition in the fall they slaughter them and put them in cold storage for the spring in Calgary ?

A I do not know about that.

IT BEING NOON the enquiry adjourned until 2 o'clock at the same place when the proceedings were resumed .

COUNCILLOR ALEXANDER WOOD, having been duly sworn, deposed as follows : --

TO MR. HAGGART : --

Q What is your residence and occupation ?

A Souris, farmer. Particularly sheep. I have been connected with that industry most all my life. I have been connected with the sheep raising since 1898 in Manitoba.

Q Give us your experiences as a sheep raiser ?

A. As a sheep raiser I claim that no animal pays better. I raise pure Oxfords Downs. They are one of the best mutton sheep that is grown. They are a sheep that matures early and the ewes are fairly good mothers. I claim that every farmer should have some sheep.

Chairman :

A Any wool ?

A The Oxford Down produces as much as any except the fine wool Merinos. My average is 11 pounds a head.

Mr.Haggart : --

Q What advantage has sheep breeding chiefly to the farmer ?

A You do not have to have such expensive buildings to put them in in the winter. My sheep run all the winter if they want to. What I claim of sheep is that if you take a pure bred sheep you can sell them any time.I could not pay all my expenses if it were not for them. I simply sell the draught ewes done for breeding purposes to the butchers ; they are too old.

Q Your market for sheep is amongst the farmers ?

A I sell the most in the western provinces. There are very few few around.

Q How large is your flock ?

A Sixty-five at the present time

Mr. Haggart :

Q I can sell a ram lamb at \$15 and yearlings from \$20 up to \$45.00.

Q Any trouble in getting a market ?

A No trouble.

Q You said that they principally go to the west ?

A Yes, they all go to the west

Q It is more profitable than cattle raising ?

A Yes, it is to me.

Q Are they liable to disease ?

A I have not found it in this country. You can spoil sheep if you keep them too warm in the winter. Too many are spoiled that way.

Chairman :

Q Any trouble with coyotes ?

A No. There are some. Two of my neighbours keep hounds for sport, and I have not seen a coyote for a year until I saw one last Sunday

Q You keep them in folds ?

A Yes, until the crop is up and then I put them on the stubble. And in the spring I let them out until the wheat is up.

Chairman :

Q What are the advantages to the farmers of keeping sheep as part of their stock ?

A They are better than anything I have ever had hold of yet. They keep down noxious weeds. Nearly every weed on the farm the sheep will eat.

Mr. Haggart : You are selling to the farmers, but if you had to confine yourself wholly to the mutton market what would say then as to sheep breeding compared with hogs and cattle ?

A It will pay any time. If you want to buy mutton in this town it will cost you from 18 to 20 cents a pound.

Mr. Middleton :

Q Is mutton exceptionally high these last few years ?

A Yes, a great many more people are using it

Mr. Haggart :

Q Sheep multiply rapidly and mature quickly ?

A Yes. They pay better than cattle or hogs.

Q How about fodder ?

A They pick nearly all the refuse round the buildings in the winter. They go in a shed in a storm.

Chairman :

Q At what price per pound do you sell the wool ?

A Last year I sold it to Leadly at 15 cents a pound, unwashed.

Q How many pounds to the fleece ?

A Last year my flock averaged 9 1/2 pounds of wool to the sheep.

Q At 15 cents a pound ?

A Yes, at 15 cents a pound.

Q A little over, \$1.40 per sheep?

A Yes. You have got to have experience Some people lose money and do not like to have them. You have to dip your sheep.

If you let your sheep go with the tick you will have no sheep.

I generally use Little's sheep dip. I have had no trouble with them.

Q Any trouble with wolves ?

A No, and I claim it is on account of the hounds. So long as there is a dog around he will run them.

Mr. Haggart :

Q Sometimes the hounds give their attention to the sheep ?

A I never found it so. They never bother the sheep.

Mr. Middleton :

Q It depends how they are fed ?

A Yes, and how they are broken.

Q Any loss from worms ?

A No, there was a lot in the west, but I lost none. I generally feed them a little bit of hay and oats and grain. I would rather feed them hay and grain. Sometimes if there is a fairly good crop of roots I feed them to the breeding ewes in the lambing season. They get tape worm right along in the low grass. Sheep do not thrive in long grass. There is no wire grass here. Spear grass will go right into them and kill them. When it cuts into the body of the sheep that mutton is useless as it begins to fester. You never find spear grass where mutton is cultivated ; burn it off in the spring and the sheep will keep it down.

Q You think that sheep farming will be a valuable adjunct to most of the farming in Manitoba ; little risk and fair profits?

A Yes, if they can afford to import mutton to come up here. we have had it from Prince Edward Island in this town. It came up here in the winter time, frozen, and very poor mutton it was

Q Do you know anything at all about the cattle trade ?

A I have fed some but I do not know much about it. When I used to be hired out I fed a lot of cattle. I have farmed here since 1895, when I started on my own hook. I went to Ontario, after that I started my flock of sheep.

Mr. Haggart :

Q You do not know if the butchers in town have put their heads together to regulate the price they give to the farmers ?

A No, the farmer can look after himself. He is foolish if he does not. The trouble is so many farmers do not value an animal when they put it on the market. I find so many do not do that.

Q But then he ought to get as much as his neighbours ?

A Yes, I know they growl because they do not get so much as others. I have seen very inferior stuff sold and I thought they brought a good price.

Q The farmer who kicks is not always an object of sympathy ?

A No, he is not. But as to the railway's facilities. I think the railways are not as prompt as they might be in getting stock to Winnipeg.

Q They use the same yards for hogs as for cattle ?

A Yes. I have had no experience with Winnipeg buyers, but I think they should go to the railway commission. Sometimes it will take them 2 days to get in from here to Winnipeg. It depends how the C.P.R. feels. At Hartney where the two lines are competing you can get better service but no cheaper rates.

Q The passenger also finds that ?

A Yes, but when I ship at Hartney I will get better shipments through. They will rush it through quicker.

ALFRED LOVATT, sworn deposed as follows : --

TO MR. HAGGART : --

Q You are a farmer ?

A Yes

Q And you live near Souris ?

A Yes, 8 miles out. I have lived here 27 years.

Q Do you carry on mixed farming ?

A Yes, I keep between 40 and 50 head of cattle ; about 45 now I milk 6, 7 or 8 cows.

Q How many beeves do you sell each year ?

A About fifteen or more.

Q To whom do you sell ?

A Sometimes to butchers here, but generally to butchers at Carroll ; it is a little nearer

Q Is it grass fed or stalled ?

A I have got out of the way of selling them off the grass. I winter them generally and sell them in the spring. It is a toss up whether it pays to sell off the grass or feed them in the winter.

Q If coarse grain is cheap you do better ? A Yes

Q How much did you get this year ?

A I think \$4.25 per cwt live weight this spring. That is for steers. I got \$3.25 and \$3.50 per cwt for cows. I have a quarter section fit for nothing else but grazing. I use cattle to make use of that quarter. If it were not for that I would graze much less. Does it pay to graze on land at \$30 or \$40 an acre ?

Q You can make use of inferior lowlands in that way ?

A Yes

Q Would you expect first class wheat lands would for raising cattle on ?

A The wheat would pay

Q The travelling butcher or buyer would come round to your place ?

A Yes

Q He would want to give as little as possible and you would want him to go as high ?

A Yes

Q In selling to him do you know the price of beef ?

A I generally get the best price I can

Q Do you think that there is any scheme, bargain or arrangement between the butchers or dealers as to the price they shall offer the farmers ?

A I do not, not for a certainty. I can only conjecture. They seem to have the same price, but I do, not know why for a certainty. There seems to be such a wide spread between the producer's and the consumer's price.

Q Is it grassed or settled?

A I have got out of the way of settling them off the grass. I winter them generally and sell them in the spring. It is a case up whether it pays to sell off the grass or not. When in the winter.

Q If coarse grain is cheap you do better?

Q How much did you get this year?

A I made \$1.25 per cow live weight this spring. That is for

steers, I got \$3.25 and \$3.50 per cow for cows. I have a few

for section fit for nothing else but grazing. I use cattle

to make use of that quarter. If it was not for that I would

graze much less. Does it pay to graze on land at \$20 a year?

an acre?

Q You can make use of it for livestock in that way?

A Yes.

Q Would you expect first class wheat lands would for raising

cattle on?

A The wheat would pay

Q The travelling butcher or buyer would come round to your

place?

Q I would want to give as little as possible and you would

want him to go as high?

A Yes.

Q Is willing to him to you know the price of beef?

A I don't know the best price I can

Q I don't think there is any selling business or any business

between the butcher and the farmer as to the price they sell off

for the market?

A I don't see for a certainty. I don't see any

way out of that. I don't see any way out of that.

Q I don't see any way out of that. I don't see any

way out of that. I don't see any way out of that.

Q Does it seem to you that when they pay you 4 cents and you want to take home a roast of steak that----?

A Ten or ~~twelve~~ 12 1/2 cents a pound is too much. That is what we pay here. In Winnipeg they pay a lot more

Q You get 4 cents a pound?

A That is the best; along now it is only worth 3 cents a pound

Q Take 3 cents a pound ?

A Yes

Q Say it dressed 50 per cent. You really got 6 cents a pound
It is killed and all the trouble is gone to necessary to ~~transp~~ form the cattle in beef, cutting up, curing delivering, etc., do you think that there is more than a margin in it for the butcher to make a living ?

A It is hard to say; the butchers should know.

Q You think that you should get more ?

A Well, we keep them three years, feeding them, watering etc.

Q this is not a cattle country ?

A Well, no, though out west there is a lot of grazing land.

Q This land is too good and valuable to raise cattle on ?

A Yes, except as a bye-product to get rid of the course grain.

Q Tell the commissioners what grievances you have in connection with the cattle and meat business that bears unfairly upon the farmer ?

A I do not know of any-thing specific. I think that it is time that there should be better facilities for weighing cattle when they want to sell them

Q Who should provide the scales ?

A Cities or the municipality

Q You have them at Souris ?

Q Does it seem to you that when they pay you 4 cents and you want to take home a roast of steak that---?

A Ten or twelve is 1 1/2 cents a pound is too much. That is what we pay here. In Winnipeg they pay a lot more.

Q You get 4 cents a pound?

A That is the best; along now it is only worth 3 cents a

pound.

Q Take 3 cents a pound?

A Yes.

Q Say it dressed 50 per cent. You really got 6 cents a pound. It is killed and all the trouble is gone to necessary to transform the cattle in beef, cutting up, curing, delivering, etc., do you think that there is more than a margin in it for the butcher to make a living?

A It is hard to say; the butchers should know.

Q You think that you should get more?

A Well, we keep them three years, feeding them, watering of.

Q This is not a cattle country?

A Well, no, though out west there is a lot of grazing land.

Q This land is too good and valuable to raise cattle on?

A Yes, except as a bye-product to get rid of the coarse grain.

Q Tell the commissioners what grievances you have in connection with the cattle and meat business that bears unfairly upon the farmer?

A I do not know of any thing specific. I think that it is

time that there should be better facilities for weighing

cattle when they want to sell them.

Q Who should provide the scales?

A Cities or the municipality.

Q You have found no faults?

A Yes, but in Carroll there are none except the grain elevator. There should be some responsible party who do the weighing. We have to take the other fellow's word. It would also be better for the buyers.

Q Do you think the cattle dealers do you farmers up ?

A I have not been satisfied at different times, but perhaps it was not good judgment on my part. Still I think better facilities would be satisfactory to the farmers.

Q Do you raise hogs ?

A Yes, a few.

Q How do you dispose of them ?

A Just the same way---to the buyers.

Q Do you get fair terms in the matter of hogs ?

A Yes, I think the hogs rather pay the farmers better, though the price has gone down the last month or so. There is more money in that. We know the prices they pay in Winnipeg.

Q Is there anything else that you can tell us, Mr. Lovatt ?

A No.

Chairman :

Q You have told us that you do not know of any understanding between the dealers ?

A I have no positive knowledge.

Q For how many years have you been raising cattle ?

A Twenty-seven years, more or less all the time.

Q Compare this with eight years ago in relation with the buyers last year would the different buyers come and offer you prices ?

A There are more buyers now than there used to be.

Q Is there as large a spread in the price ?

A I really cannot say. Do you mean compared with the Winnipeg retail trade ?

Q One man says that if there is any buyer in a certain district he will not go in that district, and that they regulate prices by the Winnipeg prices ?

A There was a fresh buyer came in last winter and we get better prices there selling to him, and it looks like as if he made the market there.

Q Take the conditions of your country, leave out last winter, have you observed any changes in your relations to the buyers?

A. No

DANIEL ANSON CHAMBERS, having been duly sworn, deposed as follows :

TO MR. HAGGART : —

Q Where do you live and what is your occupation ?

A Souris, butcher.

Q What is the nature of your business ?

A Retail butcher business

Q You buy from the farmers and sell in your butcher shop ?

A Yes

Q Do you kill cattle yourself ? A Yes

Q Do you sell any outside ?

A Yes, we have a surplus of cattle here every year.

Q What do you do with it ?

A Sanders and I ship together to Winnipeg.

Q Sanders feeds his cattle ?

A As far as I know, yes.

Q Can you supplement his evidence ?

A Yes, I know that there is no combine between Sanders and me. We are buying at the same price in Souris here as in any

other shipping point ; I am not in partnership with Sanders, only in the shipping business

Q Do you and he agree on the price to the farmer ? You do not bid a different bid to him and he to you ?

A No.

Q You let him work that racket himself ?

A Yes, he buys his own cattle and I buy mine.

Q He does not interfere with the customers that you are buying from ?

A Not very much ; sometimes he dips in.

Q How are you treated by the abattoir men ?

A The shrinkage is what kills. Furthermore the abattoir men get the benefit of the shrinkage. The railway takes it. A man from Pipestone giving evidence said he had been 48 hours on the road with a car load of hogs. That meant about 10 per cent shrinkage. That is practically all a hog will shrink without losing flesh. There is a man from Rathwell with 4 per cent shrink and he gets as much for his hogs as what I do.

Q It depends a great deal on the success of your journey ?

A Yes

Q That is all the fault of the C.P.R. company ?

A Largely

Q And the stringent rule that they have of refusing water or food to stock ?

A Yes

Q Supposing that you fed them ?

A The abattoir men would dock you

Q Would they refuse to buy at all ?

A Well, as I understand it, the stuff is weighed off the cars, and that is the weight. If you feed and water you have to take a 12 hours fast or the abattoir men will take off shrinkage for it. In the first place Gordon gets his

other shipping point; I am not in sympathy with Senator

in the shipping business

Q Do you and he agree on the price to the farmer? You do not

had a different bid to him and he to you?

A No.

Q You let him work that market himself?

A Yes, he buys his own cattle and I buy mine.

Q It does not interfere with the contractors that you are reg-

ing from?

A Not very much; sometimes he dips in.

Q How are you treated by the abattoir men?

A The shrinkage is what kills. Furthermore the abattoir men

get the benefit of the shrinkage. The railway takes it. I

am from Pipestone giving evidence said he had seen 48 hogs on

the road with a car load of hogs. That meant about 10 percent

shrinkage. That is practically all a hog will shrink without

losing flesh. There is a man from Pipestone with a car load

shrink and he gets as much for his pork as what I do.

Q It depends a great deal on the eagerness of your journey?

A Yes.

Q That is all the fault of the C. & N. W. company?

A Largely.

Q And the shrinkage is the thing that has made the situation worse?

A Yes.

load of hogs with 10 per cent shrinkage at the same price as the 5 per cent shrinkage car load. This 10 per cent car load will dress out about 83 pounds to the cwt. The other man from Rathwell with the 5 per cent load his stuff will only dress 77 pounds to the cwt. Gordon gets even with about 7 pounds difference. In the car that dresses 83 pounds to the cwt that hog will dress 166 pounds. Now ~~th~~ hog that will only dress 77 pound to the cwt will only weigh 154 pounds. Gordon gets 12 pounds of pork more from the first man than he does from the other. Here is a load of hogs that have lost no flesh but have lost 10 per cent shrinkage. With the advantage of a public abattoir and stock yards like they have in Toronto where the stuff, is watered, fed, weighed and sold, this man could get a car load of hogs dressed at 12 1/2 cents per cwt., 25 cents at the outside per head. When live hogs are worth 6 1/2 cents per pound alive, they are worth 8 1/2 cents a pound dead. I have given 12 pounds of pork each to have them dressed.

Q You would have to pay for storing ?

A There would be a little expense. They will give you 8 1/2 cents. They are offering that price for abattoir dressed hogs

Q You kill them and leave the meat with them ?

A I can ^{slaughter} ~~kill~~ them at the public abattoir and put them in cold storage. You can sell them there.

Q At prices at which the ~~h~~abttoir men would not likely buy?

A You can have your hogs killed at Gordon & Ironside's. I had a load that was going to lose me \$50 at Gordon's and I had them dressed and they gave me nearly \$50, but Gordon does not want to do that. And the average man from the country does not want to wait around for two or three days. He would not

load of hops which is 10 per cent shrinkage in the same price as the 5 per cent shrinkage can load. While 10 per cent can load will freeze out about 35 pounds to the cwt. The other man from Hallowell with the 5 per cent load will only lose 17 pounds to the cwt. Gordon gave even with about 7 pounds difference. In the car that carries 35 pounds to the cwt that dog will freeze 100 pounds. The other dog that will only freeze 15 pounds to the cwt will only weigh 100 pounds. Gordon gets 15 pounds of pork more from the first man than from the other. Here is a load of hops that have lost in flesh but have lost 10 per cent shrinkage. With the advantage of a public abattoir and stock yards like they have in Toronto where the stuff is sorted, fed, weighed and sold, this man could get a car load of pigs dressed at 12 1/2 cents per 25 cents at the outside per head. When live pigs are worth 6 1/2 cents per pound alive, they are worth 3 1/2 cents a pound dead. I have seen 15 pounds of pork sold in live pigs.

Q You would have to pay for storing?

A There would be a little expense. They will give you 6 1/2 cents. They are offering that price for carcasses dressed pigs.

Q Will they and leave the meat with them?

A I don't think the public abattoir and stock yards would care for the meat there.

Q At present with the hog - you would not like to see the meat in the car - called at Gordon's? That's a

Q I don't know if I have no \$50 at Gordon's and I have seen 15 pounds of pork sold in live pigs, but I don't know how much it is worth. The average price for live pigs is 6 1/2 cents per pound alive, they are worth 3 1/2 cents a pound dead. I have seen 15 pounds of pork sold in live pigs.

think of it. In my mind there is no competition in Winnipeg among the abattoir men. That is the only way about it from my way of thinking. They may have some tie on these butchers and refuse to allow them to buy even if they have a public market. If they have a monopoly the retail butchers can be forced to buy from them or be broken. We have to gauge our profits upon each steer which we ship, length of time we have to be on the road, per centage of profit for handling. Now, when cattle is $2\frac{1}{2}$ cents in Winnipeg, we have three-quarters of a cent margin, that is figuring nearly a quarter for freight and a quarter for shrinkage and the butcher cannot handle it for very much less than the other quarter. That would mean $1\frac{3}{4}$ in the country. Now if I offer a man $1\frac{3}{4}$ cents a pound for his cattle he would run me out of the place.

But with the advantage of public stock yards we would have a dozen different classes of cattle. All we get in Winnipeg is $2\frac{1}{2}$ cents a pound for the best meat cattle. Take cattle in the Toronto market ; you feed and water them and weigh them, and that is what you get paid on. There is choice, extra choice, medium, good to medium, fair, fair to medium, low grades, etc. Probably each grade will jump from 5 to 10 cents per cwt. You can buy a straight load of cattle all one grade.

Now, Gordon picks out the poorest grade of your cattle. He also picks out your good steers and sends them away. There are two or three different public abattoirs in Toronto. The retail butchers can go to the stock yards and buy cattle and send them to the public abattoirs to be killed and dressed.

There is such a mixed and foreign element in Winnipeg

now that there is a market for all these classes of beef. Have a regular stock market day as they have in Toronto. For two or three days a week. They have had them for a number of years. It has been getting stronger every year.

Q You have had no experience shipping to Montreal ?

A No.

Chairman :

Q Do you know if the railway company or the dealers have any rule whereby if they ship in cattle and ship out a car load of dressed meat , that is, for every car load of dressed meat they ship out they get a reduction on their car load of stock ; that is considered as a through rate ; is there any such arrangement ?

A I do not know, I am sure. Only I know that the cattle they buy in the west are billed to Montreal. They are taken out in Winnipeg and sorted there. He bills his cattle to Montreal and he sorts out the export cattle in Winnipeg. He sends them to Montreal. He takes out the butcher cattle and sells them in Winnipeg. That is the way he gets his cattle shipped from the west cheap.

Q. How cheap ? The freight from any point west to Montreal would not be much in excess as the local rate from that point to Winnipeg ?

A Their rate is so much cheaper

Q Supposing I lived in Lethbridge and shipped a train load of cattle to Gordon & Ironside billed to myself, and Gordon said I will pay this freight to the railway company and he would forward my cattle, would he get a rate ?

A He would charge you up with the local rate and get the cattle through on the reduced rate.

Q Did you ever hear of anybody getting a rebate ? Such might rise from this juggling with the rates ?

A It might. I know that is the way he works it.

Q Suppose you shipped to Winnipeg and sold to Gordon & Ironside, they would pay the bill and deduct it from off your bill, deduct the full rate from your bill ? A Yes

Q I did not follow that question, perhaps, far enough.

You say that you know that that is the way that these cattle are shipped to the old country. This shipment goes into Winnipeg, Gordon & Ironside buys it, and they get a through rate from the point of shipment to Montreal. What ground have you for saying that that is their way ?

A. Well, it is anumber of years ago ---- Ed. Kenedy of Glenboro' and Robert Nelson of Wawanesa and I brought cattle up from Estevan on the main line and we arrived in Winnipeg with 456 head of cattle. It started to rain. It was before the yards. We were buying hay for a week. There was export cattle among them. Finally Fares who was on the fence got Nelson and Kenedy to sell and they bought the whole bunch at 2 1/2 cents. We lost \$450 on that herd of cattle. I don't know that they got any advantage in freight, but I know Fares sent the lot of them to Toronto. I know he took advantage of this contract of mine when I shipped from Indian Head to forward the stock to Montreal

Q Therefore you infer that he got a through rate from the point at which you shipped ? A Yes

Q Any other experiences you have had which would go to prove the same thing ?

A No.

Q In what way would he use your contract to forward shipments from Winnipeg east, can you give us any light on it ?

A I do not know how they did it exactly, I know that there is a way of doing it ; a way whereby Gordon & Ironside reaped a profit out of it

Q You mean of course that these cattle were shipped to Winnipeg and then on ?

A Yes

Q Shipped to Montreal in your name ?

A He had us bill them to Montreal.

Q He took some of the cattle out and put in new ones and shipped them on your contract to Montreal ?

A. Yes.

Mr. Chambers being the last witness at Souris, at the conclusion of his evidence, the Commissioners adjourned to meet the next morning, Friday, August the Ninth, 1907, in the Town of Manitou.

SITTINGS held in the Council Chamber in the Town of Manitou on Friday the Ninth day of August 1907, commencing at Eleven o'clock in the forenoon : Before Mr. Commissioner Campbell, chairman, and Mr. Commissioner Middleton.

Alexander Haggart, K.C., Counsel for the said Commissioners ;

Horace A. Craig, secretary.

JAMES FARGEY, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q Where do you live and do business , Mr. Fargey ?

A Right here in Manitou

Q What is your business ?

A I am shipping cattle just now.

Q How long have you been engaged in shipping cattle ?

A Two years and six months buying from the farmer and selling in Winnipeg.

Q You do not slaughter ?

A No

Q About often do you ship a car load ?

A On an average of every two weeks.

Q You are engaged in the business now ?

A Yes

Q How do you buy the cattle ?

A Pretty much by weight, some buy by the dollar. Mr. Chalmers and I do the business together. I do all the buying.

Q You buy and Chalmers does the shipping and selling ?

A No, it is all shipped to him in Winnipeg.

Q What is Chalmers' interest and what is your interest ?

Q. Now, what day of the week was that?

A. That was the day of the week when the sitting was held in the Council Chamber in the Town of

London on Friday the 14th day of August 1891, commencing at

Eleven o'clock in the forenoon: Before Mr. Commissioner

Deft, chairman, and Mr. Commissioner

Alexander Stewart, K.C., Counsel for the said

Commissioners;

George A. Craig, secretary.

JAMES WILKINSON, having been duly sworn, deposed as

follows:

TO THE HONOURABLE

Q. Where do you live and do business, Mr. Wilkin?

A. Right here in London.

Q. What is your business?

A. I am shipping cattle just now.

Q. How long have you been engaged in shipping cattle?

A. Two years and six months buying from the farmer and selling

in Winnipeg.

Q. You do not slaughter?

A. About often do you ship a car load?

A. On an average of every two weeks.

Q. How are you engaged in the business now?

A. We are buying the cattle?

Q. How do you weigh the cattle, and by what means?

A. I use the platform scale. I do all the weighing.

Q. You say you have been shipping and selling?

A. Yes, it is all shipped to the Winnipeg.

Q. What is the name of the firm that is your partner?

Q We both divide the profits. He does all the business and keeps horses. I do the work.

Q The joint venture between you and Chalmers is the cattle business ?

A That is all.

Q Is this a cattle country here ?

A Well, I should say pretty much. There is an average of a car load a week and in the spring and fall sometimes more. I suppose an average of fifty or sixty cars a year. Mr. J.D. Mode is another shipper and buyer here.

Q He is the local butcher ?

A Yes, and he ships pretty near as much as I do. In fact, he ships more.

Q About what radius do you cover ?

A About 8 to 10 miles ; ten miles each way from town ; I do not go more than that.

Q Are there any other cattle buyers here besides Mr. Mode ?

A I think Gordon & Ironside had a lan here last fall from Toronto, McLaughlin, he was buying stockers for the distiller-~~Tanontay~~ ies, buying feeders. In the spring when he bought beef stallfed cattle, he delivered them to them.

Q You do know whether he was employed by them ?

A I have reason to believe that he was

Q You and Mode do most of the cattle business here ?

A A man named Sprung shipped a few cattle loads last spring.

Q Have you read the newspapers showing the comments on the cattle trade and the correspondence ?

A Yes, some of it

Q It has been insinuated or charged that the farmer is not getting a fair deal ?

A That is what some of them say.

A We both divide the profits. He does all the business and

keeps horses. I do the work.

Q The joint venture between you and Stinson is the cattle

business?

A That is all.

Q Is this a cattle country here?

A Well, I should say pretty much. There is an average of

load a week and in the spring and fall sometimes more. I

suppose an average of fifty or sixty cows a year. In fact, there

is another higher and lower here.

Q He is the local butcher?

A Yes, and he sells pretty much as much as I do. In fact,

he ships more.

Q About what radius do you cover?

A About 8 to 10 miles; but miles such way from town; I go

and go more than that.

Q Are there any other cattle buyers here besides Stinson?

A I think Gordon Stinson has a few here just before

Toronto, Michigan. He was buying stock for the cattle

business, buying horses. In the spring when he bought

settled cattle, he followed them to town.

Q You do know whether he was employed by them?

A I have reason to believe that he was.

Q Now and then do most of the cattle business here?

A A man named Henry Smith a few miles back of

Stinson, but he is supposed to be a cattle buyer.

Q Is he a cattle buyer and a horse buyer?

A Yes, some of it.

Q Is he a horse buyer and a cattle buyer?

A Yes, some of it.

Q Is he a horse buyer and a cattle buyer?

A Yes, some of it.

Q Is there any arrangement between you and Mode that you shall not bid against each other ?

A No, not as far as cattle is concerned, but as to hogs I think there was an arrangement among all the buyers including the packers in Winnipeg. One price should be offered .

Q You were notified when the price went up or down ?

A Yes

Q Who furnished the price from Winnipeg

A The packers : Griffin, Gordon & Ironside, and the Western packing company. They sent a circular. They said such prices will stand good for such a time.

Q Was it a joint circular sent by them all ?

A No, each firm sent one

Q The price was uniform ?

A Yes, in effect one will not bid over another one. There have been exceptions when they get very scarce.

Q You and Mode quoted the same price for hogs ?

A Well, I know I do it

Q That was fixed by circular ?

Q You did not know why they did business in that way ?

A No

Q The farmers in the other parts of the country say that there is no competition. They say they see one buyer and if they do not like his offer they have to keep their cattle ?

A Not as far as we are concerned It is on our judgment. We have a price for top stuff, but we must use our judgment with these grades.

Q I think you told me there was no arrangement as to the price between you and Mode ?

A As ^{to} the hogs there is, but not as to cattle.

Q Do you and Mode partition the country ; you take one part and he another ?

A No

Q Not to this extent : If you knew Mode was out in the west would you go there ?

A I would like to be sure the day before.

Q They have accused you of not giving the price ?

A Yes, yes, I have heard a farmer say : "I was robbed." I always get my stuff ready for the markets. The farmers are to blame They ask you to buy a class of stuff to put on the market which is not worth sending.

Q Be definite as to the class of stuff not ready for the market ?

A I mean to say that they do not finish the cattle

Q They want to sell them before they are ready ?

A Why, of course. They always maintain that they are fit before they. They persist in selling them before they are ready. Take a certain grade of cattle for export. This low grade that is put on the market is not fit to go further and has to be sold in Winnipeg. They have to be up to a certain standard.

Q How do you sell cattle in Winnipeg ; do you negotiate with the Winnipeg buyers before you ship ?

A No, they quote us a price unless there is a scarcity.

Q How often do they quote the beef prices ?

A They quote you a margin from good steers up to so-and-so, grading the price on everything, and then there are cows and heifers and so. They buy everything I can send in to Winnipeg.

Q You buy as cheap as you can ?

A That is what we do. I buy on a basis of what I expect to

sell for, and unless there is a margin I will not buy.

Q You sometimes make a fair profit ? A Yes

Q Do you take the cattle in yourself ? A Yes

Q You go in with them ? A Yes

Q You consigned them to your partner ?

A I sold them over the telephone. They saw the other shipments and I closed it over the 'phone. That was with Griffin.

Q Your run in is not a very long one ? A No

Q You are troubled by delays ?

A Yes, we have trouble, serious trouble. The load I took in on Tuesday loaded at 7 a.m., was not unloaded until 1.45 the next morning, say, 1.30, though it was more than that. We were delayed by the train going down to Rosenfeldt to work.

Q That is not a serious journey for cattle is it, 18 hours ?

A The nearer you are to Winnipeg you have to buy on a closer margin. That is serious. I might have saved the freight on shrinkage. Cattle dealers here going to Winnipeg have a real grievance against the C.P.R. There is one train each way, Friday, local freight, they pass at Rosenfeldt.

Q The train that leaves here in the forenoon ought to be in Winnipeg in about 5 or 6 hours ?

A Yes, I think it ought.

Q But when they take double the time there is a more serious shrinkage ?

A Certainly

Q How about your facilities for loading ?

A Very good, nothing to complain of.

Q With reference to the C.P.R., transport part of it, what suggestion have you to make ?

A I would suggest that instead of using the freight from the west that they use the freight from the east. The freight from the west has pretty live stock on it every day.

Q The C.P.R. is consulting its own convenience ?

A Yes

Q You think the train with cattle on it should be run through without any stop ?

A Yes

Q Just detail how you get into Winnipeg with your cattle ?

A I unload into the stock yards, get the number of our yard, weigh off our load and we get a certificate of weight.

Q Do you go to see the cattle men ?

A They usually come there after 7 a m

Q What takes place then ?

A They ask you what you want or make you an offer. They probably go over your cattle and sort them out. They name different prices for different cattle. Some weigh in hogs. They say they will pay different prices for the light and the heavy ones, and titty sows and so on.

Q You have the gross weight for the car ?

A Yes

Q Do they approximate the weight of the inferior animals ?

A Very seldom they do that

Q There are twenty cattle in that car, say ten are prime, five only medium, and five are of the poorest kind. Now, they will say to you I will give you so much a pound for the ten, so much a pound for the five poorer ones and so on, and you only have the gross weight ?

A That is so but we would weigh over again the two smaller lots, weigh back.

Q You do that in the event of coming to a bargain ?

A Yes

Q To whom do you sell the most of your cattle ?

A Mostly to Gordon & Ironside

he ships in first class cattle

Q The G.P.R. is commencing its own campaign?

A Yes.

Q You think the cattle with cattle on it should be run through

without any stop?

Q Just detail how you get into Winnipeg with your cattle?

A I mixed into the stock yards, got the number of our yard,

weighed off our load and we got a certificate of weight.

Q Do you go to see the cattle run?

A They usually come through about 7 a.m.

Q What takes place then?

A They ask you what you want or make you an offer. They pro-

ceed to go over your cattle and sort them out. They were different

and prices for different cattle. Sometimes in cages. They say

they will pay different prices for the light and the heavy

ones, and fifty cents and so on.

Q Have the gross weight for the car?

Q Do they approximate the weight of the different animals?

A Very seldom they do that.

Q There are twenty cattle in that car, are there any more?

A Yes, and five are of the poorest kind. Now, they

will say to you, I will give you a pound for the car,

so much a pound for the first pound and so on.

Q Only have the gross weight?

A That is so, but we will not give you the gross weight.

Q Just detail.

Q For the first in the grade of meeting to a pound?

A Yes.

Q Do you in your cell the same as you cattle?

A Yes.

Q And to The Gallagher, Holman, Lafrance Company and the Western Packing company ?

A Yes I have sold to them. I sold 25 cattle to Finn a few weeks ago. There are five or six parties to choose from.

Q If there were any combination amongst these buyers in Winnipeg, either the abattoir men or the other men, it would be injurious to you ?

A Certainly. When there is plenty on the market, I think they are a little easy, they take care they do not bid over the mark.

Q Some men have told us that if you do not take the first bid offered you you do not get another ?

A I cannot say that I have been dealt with that way.

Q You do not think that there is any combination to fix the price against the small men ?

A No

Q It is not that you get so much of an offer from Gallagher and then you will get a higher one from Gordon or anybody else?

A No, as far as I have observed they each have their regular customers, steady, but there is certain amount of floating custom which they do not hold very much.

Q For instance, the man who has had satisfactory dealings with them can sell where others cannot ?

A Yes, or might get a better offer.

Q There is not much encouragement to new men ?

A Well, pretty nearly all the time they will do pretty well with him.

Q In the same instance, a farmer may have a car load he feeds himself. He has refused the local terms at Winnipeg. This farmer concludes himself to ship to Montreal ?

A If he ships a poor class of cattle he is up against it ; if he ships in first class cattle he is in the same place as I am.

Q And the only advantage in the shipping business is that you can work off your poor stuff?

A Yes, I know a man who deals in that kind. They can make boilings of it.

Q Do you ship in your name ? A Yes

Q And consign to yourself ? A Yes

Q That is, prime cattle fit for export ? A No

Q Supposing you ship a car load to Winnipeg do you ever assist the wholesale men in Winnipeg to get the advantage of the rate from Manitou to the east instead of from Manitou to Winnipeg and Winnipeg to, the east ?

A We have been sending them stockers. They pay the freight rate from Manitou, f.o.b. at Manitou, and weigh off cars in Winnipeg.

Q They buy f. o. b. at Manitou when it is ~~gi~~ going east ?

A Yes.

Q I do not refer to that. I refer to your cars billed to Winnipeg ?

A No, we never give any assistance, not as we understand it, we just send the bill over.

Q If there was any arrangement it would be between the wholesaler and the exporter ?

A Yes, but I know nothing of it.

Q All you know is that you are charged the local rate between Manitou and Winnipeg ? A Yes

Q You only want a square deal with the other men in the same trade as yourself ?

A That is all

Q Do you think you are at any disadvantage in any way so far as the other dealers are concerned ?

A I do not think so.

Q And the only advantage in the shipping business is that you

can work off your debt?

A Yes, I know a man who deals in that kind. There are many

dealings of the kind.

Q Do you ship in your name?

A Yes, and consign to yourself?

A Yes, that is, you can easily lie for export?

Q Supposing you ship a ton of goods to Winnipeg do you ever

ask the warehouse men in Winnipeg to get the advantage of

the rate from London to the east instead of from Montreal to

Winnipeg and Winnipeg to the east?

A We have been sending them stockmen. They pay the freight

rate from London, I.O.D. at your house, and ship off to

Winnipeg.

Q They say . . . of Montreal when it is the going rate?

A Yes.

Q I am not sure of that. I refer to your own bill to

Winnipeg?

A We never give any assistance, nor we understand it.

Q And the bill over?

Q It is not a bill and arrangement it would be between the shipper

and the exporter?

A Yes, but I know nothing of it.

Q All you know is that you are charged the local rate between

Montreal and Winnipeg?

A Yes, that is what I want to know.

Q And you are charged the local rate between Montreal and

Winnipeg?

A Yes, that is what I want to know.

Q And you are charged the local rate between Montreal and

Winnipeg?

Q Do you know of any advantage which any local dealer has over you ?

A I do not.

Q Do you know of any advantage which these Winnipeg packers have over you in buying from the farmers ?

A I do not

Q Can you offer to these commissioners who are to report to the government on the meat trade generally any suggestion that might be of use to them ?

A I do not think I can. As far as I am concerned they have used me pretty well. I think the principal fault lies with the quality of the stuff. If more of our stuff went east it would not have to be slaughtered on the Winnipeg market. Frames are not fit to ship. Beef has to be prime to stand the shipping. If it is a little poor in Winnipeg it is poorer in Toronto.

Q You think that there is a great deal of hot air in those charges ?

A I think there is a great deal of want of judgment with the farmer. The beast with a good full back will go twice as much as a thin flanked animal. Eight out of ~~ten~~ ten will tell you that it kills better than it looks. I think if a beast is fatter and has more beef I give half more for it. It is very hard to make a farmer understand the quality of his stuff.

Q It looks as if they had put their heads together in Winnipeg regarding hogs and have fixed the price ?

A Yes. I think they may have fixed the price on hogs.

Otherwise there would not be so much uniformity. Sometimes they are ruinously low. Two years ago they cut the price so low that they spoiled the business. I think billions of pounds of hams and bacon come from the east and south to

Q He has some of the same, which are local dealers have some
 you?
 A I do not.
 Q Do you know of any advantage which these Whiting dealers
 have over you in buying from the farmers?
 A I do not.
 Q Can you offer to these manufacturers who are in regard to
 the government on the new trade generally any suggestions
 that might be of use to them?
 A I do not think I can. As far as I am concerned they have
 used me pretty well. I think the principle itself that
 the quality of the article. It more of our country would want to
 would not have to be slaughtered on the Whiting market.
 Whiting are not fit to ship. Beef has to be killed to stand the
 shipping. It is a little poorer in Winnipeg it is poorer in
 Toronto.
 Q You think that there is a great deal of loss in these
 changes?
 A I think there is a great deal of want of judgment with the
 farmer. The least with a good full pack will go better as much
 as a third third animal. Right out of the box will sell you
 that is better than if it is broken. I think it is better in
 better and has more beef. I have sold more for it. It is very
 much a waste a farmer sometimes the quality of his stuff.
 I do not think it is the best that he can get for his Whiting
 market and have the price?
 A Yes. I think that may have fixed the price on the
 market and it would not be a much smaller.
 Q Do you think that you have any suggestions for the government
 and the farmer in this business? I think it is better to
 have a market for the Whiting and the farmer.

Winnipeg. They are finished and smoked in Winnipeg.

Q There is no reason why Manitoba pork should not make as good a bacon as eastern and southern pork ?

A Yes, there is not, but feed the pork.

Q You honestly think that there is improvement in the pork trade.

A Yes, of course, this year I think they are paying all that there is in it, but that is the scarcity of hogs.

Q What would you suggest as to the hog trade ?

A It is problem I cannot solve. We have to sell to those men. We cannot see our way out of it.

Q By their action in fixing a low price they have destroyed the hog industry ?

A Two years ago they put down the price of pork well below a paying basis.

Q You state that you do not know what remedy to suggest ?

A No, I did not give that consideration.

Q Some farmers and dealers have thought that union stock yards and a public abattoir of some kind would be of advantage to the trade ?

A I do not see where it would be of advantage in the hog trade. The curer has to do the work.

Chairman :

Q Just at that point : How can the market be glutted if we are importing hundreds of tons of pork from a foreign market ?

A I have seen car load after car load come into Winnipeg, not quite finished ?

Q You do not mean to say that dressed dead hogs come to Winnipeg from the south and east ?

A No, it is salted, but it is smoked here. It is green salted.

Q Do you not think that there should be another packing house and keep that money in our pockets ?

A Yes, if there were any means of doing it. It is the only thing that would remedy it.

Mr. Haggart :

Q What do you say as to a public abattoir with cold storage, so that if you found the market glutted you might have the advantage of having your cattle killed and the beef stored ?

A I would not like to run the risk. We could hardly compete.

Q Yes, but supposing the province or the city started something of that kind and charged enough to pay expenses ?

A It might be in that line.

Q You have never thought it over ?

A No.

Mr. Middleton :

Q What would be a paying business for a farmer buying raising pork ?

A So long as pork does not go below 5 cents. It does not pay below that price. Not 5 cents delivered in Winnipeg. I mean 5 cents to the farmer.

Q Of course you are making your calculation on that. If you had better roads you would give a better price ?

A Yes, sure.

Chairman :

Q You are making a high profit ?

A Yes, there is plenty of competition.

Q You have already told us the prices are made from Winnipeg?

A Yes.

Q Assume we are buying cattle. There is only one way to break on price that is to widen. Competition is to look for your market and see who will give you the biggest price. From your evidence that seems to be eliminated? Therefore there cannot be competition.

A Always.

A It is not the same in buying cattle as in buying hogs. They cannot regulate the price of cattle. The grades vary. Two hogs are alike.

Q When you go into a store and buy meat, suppose you have 4 grades of cattle, say cows 1 1/2 to 2 cents, then another grade is 3 cents and another is 4 cents ; now when you go into the butcher's to buy a piece of steak, does he offer you/ steak graded No 3 at a certain price and so on ?

A No

Q If we were to grade we should know what we were buying ?

A Yes

Q You do not think the average man can tell from the look of a piece of beef what it is like ?

A I do not

Q Then if the butchers sell their grades at the same price why grade the cattle ?

A Yes, but take a good beast and a poor one, there is a difference

Q Granting that there is a buyer for every car load, and they all buy on the same schedule price sent out, where is the competition in price ?

A All in judgment --- it a competition of skill.

Q Not that vigorous rivalry in buying, that is debarred ?

A I think it is better

Q Suppose you sold to Gordon a car load of export cattle and you billed them to Winnipeg Would he ^{want you to} ~~want you to~~ bill them ~~in~~ ^{his} ~~his~~ name ?

A I would not bill them in his name. I bill them in my own., to myself.

Q Does he settle with the railway company ?

A Always.

Q Why does he do that ?

A He gets a rate from the railway.

Q But do you know if there is any difference in the rate per car to Winnipeg from here, and the rate from here to Montreal?

A Yes, I would get a lower rate if I took ~~their~~ rate through.

Q When you ship to your own order, suppose you take exporters and also butchers, would he take out the butchers and send that car on ?

A I am not sure, but I think he could. I think he would get a through rate from this point.

Q In signing a contract have you thought that you have done something that made it possible for him to do that ?

A I think he gets a rate from the railroad ; Something I could not get.

Q You would think that that is matter for a person to consider You think Gordon & Ironside has a better rate through than you would have if you shipped through ?

A I think so.

Q What would put that into your mind ?

A I just merely thought it.

Mr. Middleton :

Q When you shipped to Winnipeg what did you pay ?

A Always pay local 13 cents a cwt. I keep the bill in my hand until it is sold

The chairman :

Q Do you know of a rule among the cattle dealers, take men like Gordon & Ironside, that if they ship an car or a number of cars of dressed meat out they will get a reduction on the regular rate for what they ship in ?

A I do not know.

Q Why does he do that?
A He goes a mile from the railway.
Q But do you mean it there is any difference in the rate you
can be shipped from here, and the rate from here to Montreal?
A Yes, I would get a lower rate if I took the route through.
Q When you ship to your own city, suppose you take express
and also package, would he take out the package and send
that on?
A I am not sure, but I think he would. I think he would get a
through rate from this point.
Q In making a contract have you thought that you have done
something that made it possible for him to do that?
A I think he gets a rate from the railroad; something I could
not get.
Q You would think that that is better for a person to consider
You ship Gordon & Ironside has a better rate through than you
would have if you shipped through?
A I think so.
Q That would put that into your mind?
A I just merely thought it.
Q When you ship to Winnipeg what did you say?
A Always pay local to make a cut. I keep the bill to
make it in gold.
Q Now, I am going to ask you a question. You say that
the rule among the cattle shippers, and the
the cattle shippers, that they will not ship out on a through
rate of \$1.00 per head, but they will ship on a through rate of \$1.25
per head.

Q You know it is done with the millers ?

A Yes, I know that. I have heard it. I have not heard it said appertaining to the meat industry, but I do not know why it should not.

It being one o'clock the Commissioners adjourned until 2 o'clock in the afternoon, when the enquiry was resumed at the same place

JAMES CALDWELL STEWART, having been duly sworn, de posed as follows : --

TO MR. HAGGART : --

Q Where do you live ?

A I live and carry on business at my farm near La Riviere, which is in the municipalities of Pembina and Louise, for about 25 years.

Q To what extent are you in the cattle business ?

A I have always been in the way of mixed farming for 20 years. For the last ten years I have had from forty to eighty head. I do not do any dairying

Q About how many cattle would you have to sell for beef ?

A Probably in the neighborhood of 10 to 20 head. I frequently buy from the farmers round.

Q Do you stallfeed your cattle ?

A I have always been in the habit of stallfeeding. But I raise grass beef. I have sold beef at all seasons of the year

Q How do you dispose of the beef ?

A Usually live weight.

Q To whom do you make the sale ?

A To local buyers

Q You do not ship to Winnipeg ?

A No, but about 2 years ago this fall I sold fifteen or sixteen head of the finest grass cattle I ever had. Our buyer in this district, Rankin, he is selling to the wholesale men, his highest offer was for 2 1/2 cents a pound, anything that showed signs of having a calf was from 2 to 2 1/4 cents a pound I was compelled to make some arrangements . I had a lot of young stuff, that had to come in. I refused to sell at these prices. So I thought I would go to Winnipeg on account of the unsatisfactory prices here. I interviewed J.T.Gordon, of Gordon & Ironside and told him what I had. There were 300 cattle in the yards at that time.

Q Did you have the cattle with you ?

A No, I went to see whether to ship or to sell to the local buyer. Gordon said to me "Give me an idea of what you have got" I saw a car load in the yards. Gordon said that would be worth 2 3/4 cents a pound off the cars in Winnipeg. I thought it would be as well to sell to local buyers. Gordon and I discussed the cattle trade, and I said "How long will this state of affairs last?" He said "I do not know," but I do not think that prices are unusually depressed."

I said "They're down to the price of production and we're not making money, and there is certainly a number of farmers who will go out of business." He said : "You are making money out of it". I said "We are for somebody else. "

He said "I will admit that they are undoubtedly low at present, but the cause is over-production."

"In the case of over-production", I said, "the price will go down to the consumer." He said "It always does. Com-

municate with us about February when we sometimes have to hustle for beef. I think it will pay you to keep them." Gallagher did not seem to be inclined to do business. Local buyers were supplying them. They did not seem to want to do business with me. I remained in Winnipeg for a day or two, and I made it my business to see what the consumers were paying. I went amongst the consumers and the retail men and I found the price of meat at that time was all the way from 12 to 16 cents a pound for a choice roast.

When I found that there was such a spread between the producer and the consumer I came to the conclusion that the wholesale men had it pretty much their own way. That is my conviction now. Between an offer of 2 cents for a fall shipment you can get a fair price for stallfed in the spring. I may also state that there are many less cattle produced in our immediate vicinity now.

Q Might that ^{not} ~~that~~ be due to more land being brought under cultivation for wheat ?

A Up to the last four years we felt that cattle raising was profitable. Anyway farming without cattle is not farming.

Q Previous to that four years ?

A We then got a high price. I have sold stallfed cattle as high as 5 cents a pound and our grass fed cattle was pretty high. The people in our district have have gone to considerable expense in improving the cattle to build up the business. With our improved stock we are realizing lower prices.

Q A few years ago the farmers got more and the consumer paid no more ?

A The Winnipeg consumer paid no more for his beef than at the present time.

Chairman : Are the conditions different now in raising a

four-year-old steer ?

A. The cost is greater. Land is dearer ; lumber is higher than it was. Labour is also higher and harder to get.

Mr. Haggart :

Q The people who established all the abattoirs, Gallagher, Kobold and the men who retailed used to have agents out in the country ?

A Previous to the abattoirs Kobold & Sons, Gallagher & Sons, and I think Holman Brothers and several others had buyers through the country. Each did their own butchering and had retail shops and they did a considerable wholesale business. J.T.Gordon was a local buyer at Pilot Mound and Ironside was at Manitou.

Q You would conclude that there was some understanding between these abattoir men that they will not compete ; would you put it that strong ?

A Yes, I am satisfied from experience and judging from the visits I made to the stock yards. Gordon was the only man who made an offer. The other men did not want to do business with me. I have been told that Gordon & Ironside so controlled the beef market that the other men very seldom break prices. I am satisfied with my experience at that time. I came home and sold the cattle to the local buyer. Up to that time it was a conundrum to me where the profit was going. I was inclined to think that the local buyers were getting more than their share of the profits. They never pulled out, however, with a car load of cattle sure against loss. They could only buy according to the Winnipeg prices.

Q You got a letter showing the scope of this investigation ?

A Yes

Q The commissioners have to decide the question as to whether these people are transgressing the law. Have you any suggestion to make to these commissioners as to any change of law or have you anything to suggest to them by which the farmer would likely be enabled to get a better deal ?

A I might say that I have been giving this matter a good deal of thought. I do not like to see the cattle trade going down. But there is this fact : The lack of competition in Winnipeg is at fault. I have been favorably impressed with this idea of the city council of having a public abattoir. As far as Winnipeg would be concerned it would be all right ; it would have a beneficial effect. It would create competition. It would give a great many a chance to buy and do their slaughtering which would create more competition. Of course, there are many other beef consuming centres than Winnipeg. A government system of abattoirs should be established to encourage competition. There must be a tendency to centralize the cattle trade ; a tendency to crush out competition.

Q You think everything should be done to encourage competition ?

A Yes, I might say that if something is not done soon along these lines the cattle trade will be on the downward course. I am cutting down my stock as fast as I can without sacrifice.

My idea is that the export trade is not just exactly conducted on proper lines. We have a very expensive method of sending cattle to the old country.

A Cold Storage system controlled by the government would be in the interests of the people. Australia and New Zealand are doing well in the chilled meat line.

On the very long haul going east and the ocean voyage these cattle must appear at a disadvantage in the British Market. Our cattle are not in great demand in the British market and it is not to be wondered at.

Chairman :

Q You want to create public competition ? A Yes

Q If these great abattoirs had stood apart we would never have been obliged to interfere ?

A I think not.

Q If they competed with one another there would be no need then. Do you now think that the proper course to create competition is by putting up a public abattoir ?

A Yes, as far as Winnipeg is concerned it will have the required effect. There are other portions of the province that will not be in a position to erect one. There is a possibility that Brandon in the future may want one. I am a firm believer in public ownership. We should eliminate monopolies.

Q You understand that in Toronto and Montreal there are public institutions of that kind ?

A Yes, they are both municipal I was principally struck with the ideal markets at New Westminster, B.C.

Q Improved transportation by regular stock trains twice a week union stock yards, special market days, and public abattoirs with cold storage to steady the market, would you be in favor of these institutions going into competition with the privately owned abattoirs ?

A Well, it must result in the nationalization of the whole industry, because if managed with care and skill it would put them out of business.

Q Do you mean to go that far, or do you mean to establish these institutions only so far as to regulate ?

A Just so far as to create competition. That all retail men who are in the business shall have an opportunity to do so.

Q You could not be held up ?

A No, it would act as a safety valve. I judge that union stock yards are essential with stated days for markets and x stock trains. There is a tendency now to place the cattle trade on a certainly sounder basis than at the present time. The farmers will not feed all the winter for for amusement.

Q Have you had any personal experience that would be of value to us to know in order to get at the conditions that you have already stated as a shipper ; anything in relation in addition concerning the trade ?

A No, nothing more than to mention my intercourse with the buyers. All the men I have had to do business with I have had confidence in them. I have no fault to find with the local buyers

Q Do you think those local buyers are in the same position as yourself ?

A Yes. The local buyer would be able to pay a better price at local points.

Mr. Middleton :

Q Evidence shows that the farmers are to blame for this depression ; you have shown us that with good stock you have not been getting a good price ?

A There were statements made to that effect. While I was in the stock yards I was particularly struck with a fine class of cattle, and Gordon told me they came from the Northwest part of the province. They were well graded up cattle ; Here-

fords, Shorthorns and Anguses. In Southern Manitoba we are producing a superior class of cattle. There are occasionally men who persist in putting inferior cattle on the market. But others find it to their interest to produce as good an animal as they can.

Take it the year through the prices are unsatisfactory. There is no reason why we should look for better conditions especially as the prices are to the consumer.

Mr. Haggart :

Q Some have stated that the only avenue of relief is to export. There is only a small proportion of animals fit for export and that there are a larger proportion of the lower grades, and that that is the cause of a great deal of the trouble ?

A I do not think that the average stallfed or export cattle to the eastern stallfed animals. They cannot compete in the English market with them. If the market is graded prices to the consumer should correspondingly fall, which they have not done.

Mr. Middleton :

Q Supposing the government put up this abattoir and pay 3 1/2 cents a pound and Gordon offered a 1/4 of a cent more ?

A I think the farmer is human and will turn to the highest price.

Q What about the government abattoir then ?

A That will regulate itself. Such a state of things might have to come round with a view to putting the dangerous abattoirs out of business. The government abattoir would come to stay. We would not have to contend with the conditions you suggest.

Mr. Haggart :

Q I think I saw a letter addressed by you to the Tribune ?

A Yes I wrote an article or two to the Tribune.

J.B.BAIRD, M.P.R. FOR MOUNTAIN, having been duly sworn, deposed as follows : --

TO MR. HAGGART : --

Q What is your occupation and where do you do business ?

A I do business in Pilot Mound as a cattle dealer. I do not raise cattle. I buy from farmers and ship to Winnipeg.

Q Is there any arrangement or understanding between you and the others buyers in that same territory by which you shall not bid against each other ?

A No, not by word of mouth nor any other way.

Q How many cattle do you ship per week or per month ?

A We just try to ship twice a month----about 3 cars a month.

Q You do not feed these cattle ?

A No --- sometimes I want some stockers.

Q You sell both grass fed and stalled beef as you can procure them from time to time of the farmers ? A Yes

Q What are the facilities ?

A Our facilities are very poor with the railroad. I shipped a load of hogs from Snowflake They were loaded at 8 o'clock on Wednesday morning. They were unloaded at 19.45 on Thursday evening. That would be over 40 hours. It is less than 130 miles. We have a stock train on this Deloraine branch. But this Snowflake line is a little branch line and the other train pulled out and left my train there. Even on this stock train there is no time table. They are shrinking all the time. We get into the yards and are held up 10 or 11 hours before we could get them into the shutes to unload. We do not know why. The shrinkage would be \$5 an hour. That would be a light shrinkage.

Q You sell to the abattoir men principally ? A Yes

J.B. BAKER, M.P. FOR BIRMINGHAM, speaking from the

front, proposed as follows:—

TO MR. BAKER:—

Q What is your occupation at the present time?
 A I am engaged in the business of a cattle dealer. I do not
 raise cattle, I buy from farmers and ship to Birmingham.
 Q Is there any arrangement or understanding between you and
 the others in regard to that same territory in which you shall
 not bid against each other?

A No, not of course, not at all.

Q How many cattle do you ship per week to Birmingham?

A We just try to ship about a month's supply of cattle.

Q You do not feed these cattle?

A No --- sometimes I want some stock.

Q You will both have the same cattle feed as you and your

partners from time to time of the future? A Yes.

Q What are the facilities?

A Our facilities are very good with the railway. I shipped

a lot of pigs from Birmingham. They were loaded at 10 o'clock

on Wednesday morning. They were unloaded at 10.30 on Thursday

evening. That would be over 4 weeks. It is less than 100

miles. We have a stock train on the Birmingham branch. The

stock train runs on a little through line and the other

line runs on the main line. Both of these lines

are in the same way. They are running all the time.

Q How many pigs and what kind of pigs do you ship?

A We ship about 100 pigs and 100 calves per week.

Q How many calves and what kind of calves do you ship?

A We ship about 100 calves and 100 pigs per week.

Q Sometimes to outside men like Firm or Lauzon ? A Yes

Q Some cattle dealers have told us, although they are not unanimous, that if they do not take the first bid, that there was a probability that they would take less before they went away ?

A I could not say---I never knew anything of that

Q They do sometimes bid against each other ? A Yes

Q How about in 1905 and 1906 ?

A It was very bad. In the fall of the year you can understand the ranch cattle came down in big trains. The shipper actually controlled the yard. They had no place to put our cattle.

They were put in the lane or packed away like sardines.

Q Does it look to you as if there were some arrangement by these abattoir men to keep down prices ?

A I could not say.

Q With reference to union stock yards people on the line of the C.N.R. complain of the transfer, and say that union yards and a public abattoir would do, what do you think about them ?

A All right, but not controlled by the railway companies.

My idea would be secure independent control by the municipality. It could not run them but it could control them. Public abattoirs could not do such a great lot of good. You could get cattle killed there.

Q And get beef stored there ?

A I know how long you could keep it there.

Q Some farmers have said that the comparatively low grade of cattle was the cause of their bids being so low. They cannot send them east, and there is a glut of inferior meat.

A There are too many poor cattle. In Manitoba a great many of our cattle is waste. They should lift the younger stuff.

Q For prime cattle fit to send east there is always a fair demand ?

A Yes, I never had any trouble with good cattle

Q If there were a combine in Winnipeg it would hurt you ?

A Certainly

Q You do not think so far as you can judge that there is a combine there ?

A I do not

Q You would like it to be impossible ?

A Get at their books. Gordon said his 1905 cattle cost him \$3.40 per cwt. Find out his average sales

Q Have you any other suggestions to make ?

A No, no more than have the transportation question taken up and the schedule train.

Mr. Middleton :

Q What speed this schedule train, 20 miles an hour ?

A Ten miles if you like . This shrinkage means a lot to farmers. My hogs shrunk 10 per cent, and in buying from the farmer you have got to take off this shrinkage.

Chairman :

Q If there was ^{no} ~~any~~ arrangement between you and the other buyers in the matter of the cattle trade, is there any other understanding between you and the dealers ?

A No

Q Do you get from Gordon & Ironside and from Griffin a schedule of rates a schedule of rates ?

A Yes a circular

Q When you buy cattle that you are going to ship to Gordon & Ironside, and when you accept that schedule, I contend that that is an arrangement ?

A It is not an arrangement, positively not an arrangement. Not even an understanding. I never asked the man to write to me. There must be two parties. Must I send it back to him ?

Q Do you deny that you act on it ?

A I do deny it. I throw it away nine times out of ten.

I have got a schedule from Gordon & Ironside. I do not ship to Gordon & Ironside. I ship to myself, J.B.Baird.

Q You were influenced in no way by that schedule ?

A Not a bit. No two men have the same idea about a steer. He cuts out my best steer and throws it away in another grade.

Q Is there any understanding between the big dealers so far as you know ?

A Well, they all lower and raise the price at the same time ? Though not at the present time.

Q In 1905 and 1906 there was quite a uniformity in action by the big dealers ?

A I have not noticed any difference between then and now.

Q Are you in favor of the municipal abattoir ?

A It would do no harm. I have nothing against it in any shape or form.

Mr. Haggart :

Q Your idea is that we should get at the records of the businesses and see that the retailers and wholesalers do not get more than their share ?

A Yes

Mr. Middleton :

Q Do you ship to Montreal ?

A No, not for years. A small man cannot afford to. It takes up too much time to go and the expense is too great. Men who ^{have} hundreds of cars can ship cheaply. One man can look after one car as well as five cars. They have their own feedings points or buy feed from the C.P.R.

Chairman :

Q Are there any other advantages that they have over the smaller shipper ?

A I do not know.

Q Do you think that there is any discrimination in favor of the large shippers as against the small shipper by the railway companies ?

A Nothing that I know of.

Q Do you know if you shipped to Gordon & Ironside would they take out the butchers and put in exporters and continue the train to Montreal for the old country, and would they charge you the full local rate from Manitou to Winnipeg ?

A Yes

Q He would get the through rate from Manitou to Montreal ?

A Yes. I have sold cattle bothways. He would deduct the freight off the butchers. He would allow me that freight.

Q He invariably pays the freight and charges it to your bill ?

A Yes

Q Do you know if there is any rule whereby when a shipper ships something like 10,000 head of cattle he gets a rebate of a dollar a head ?

A No, I do not know, but I have heard of it

Q Do you know of any rule of the C.P.R. that if a miller takes a car load of wheat into the mill and sends out a car load of flour and gets an through rate, and if so does the same rule apply to the cattle trade ?

A I do not know but I have heard of it.

Q Have you any suggestions along that line ?

A No, you know pretty well what you want.

Mr. Middleton :

Q You made the remark that this inferior prices cattle lowered the price of meat ; that would be to the farmers not to the consumers ?

I would like to see

A. I do not know.

Q. Do you think there is any discrimination in favor of the large enterprise as against the small enterprise in the railway companies?

A. Nothing that I know of.

Q. Do you know if you shipped to Canada & I presume would they take out the duties and put in expenses and sometimes the same as to Montreal for the old country, and would they charge you the full local rates from Montreal to Winnipeg?

A. Yes.

Q. You would get the through rates from Montreal to Montreal?

A. Yes, I have sold cattle both ways. He would deduct the

freight off the purchase. He would allow me that is all.

Q. He invariably pays the freight and charges it to your bill?

A. Yes.

Q. Do you know if there is any rule whereby from a shipper

ships something like 10,000 head of cattle he gets a rebate of

a dollar a head?

A. No, I do not know, but I have heard of it.

Q. You know of any rule of the C.T.R. that if a shipper ships

a certain amount of stock into the will he receive a rebate of

that amount of the through rate, and if so how the same rule

applies to the cattle business?

A. I do not know, but I have heard of it.

Q. You have heard of it, but you do not know if it is true?

A. I have heard of it, but I do not know if it is true.

Q. All right.

Q. Do you know if the railway companies are allowed

to charge more for the same service if the goods are not

A Yes, but there is a big difference in cattle. You must not forget that you have to take a poor price for an old cow.

The man that owned the cow got all he could out of her.

Q Some of these cows should not be put on this market ?

A I do not think that the farmer is getting justice, but there is no doubt that there is much inferior cattle on the market.

Chairman :

Q Do you not think that there is room for an additional abattoir and cold storage ?

A There is no glut of hogs. The only way to come at that is to get at the capacity of the abattoirs and see how much goes in. I do not think Griffin's gets half enough hogs half the time.

JOSEPH PRITCHARD, having been duly sworn, deposed as follows --

TO MR. HAGGART :

Q Where do you reside, Mr. Pritchard ?

A Killarney

Q What is your business ?

A I ship cattle sometimes

Q Are you a farmer ?

A No I used to run a butcher's shop. Since then I have been shipping cattle and grain

Q You have bought cattle from farmers and took them to Winnipeg ?

A Yes

Q You have heard the evidence of Mr. Baird would you qualify his evidence in any way ?

A His evidence is a great deal the same as mine would be.

I would like to see the government make a few small shipments

to England. There would not objection. Let them put up 3 cents a pound. Let them just ship a car load. Get the rate and publish it.

Q They say that the small shipper finds the space hired against him ?

A Yes, the government might make arrangements ahead.

Q Then their experience would not be of much use to the private individual As a cattle buyer you do not do up the farmer very seriously ?

A I bought as cheap as I could

Q Any time you do up the farmer you are all right ?

A Yes

Q You do not think the farmer should be a ward of the government ?

A I do not think he has been hurt by the price

Q What about the price for his cattle ?

A I find that there are a lot of cattle men who are shipping stuff on the market which should not be shipped. Down goes beef. There are a lot of people buying who do not know beef. They take the wrong kind of stuff to the market and that spills the market.

Q You cannot keep the storekeeper from going into cattle--- would you suggest the farmer raising better cattle ?

A There is too much poor stuff anyway. I sell to any one at all ; to nobody in particular

Q Is your experience like that of the former witness as to the inefficiency of the railroad ?

A We run 20 to 36 hours as a rule

Q Do you find any arrangement between these abattoir men to buy at a certain price ?

A No

Q Is there any competition between them ?

A Indeed there is.

Q You get different bids from different people and bids increasing over the last ?

A Yes. Hogs are different. You have to pay one price for hogs. Everybody gets one price.

Q If there were any combination down there would it affect you ?

A Oh, certainly.

Q We have been met with this in Winnipeg that some dealers say they have no chance to buy at the stock yard as against, Gordon, Gallagher and these others ?

A They could buy today and get their stuff killed but they could not be sure of their supply. Quite a few get some killed. I have had some killed. I was \$8 short. I sold it dressed. It came very close. I did it in one case. I turned round and waited and sold to abattoir men.

Mr. Middleton :

Q How much would it cost you to dress it ?

A I forget. I took the price they were wholesaling at and I took the hide for the profit.

Mr. Haggart :

Q You know the scope of this investigation, can you tell us your experiences, can you give the commissioners any suggestions ?

A I do not know. We are too far away from the market.

A And too much butcher cattle. As to the price to the consumers in Winnipeg they do not sell half as much stuff

in the winter as in the summer. They have to live during the

winter

the business ?

Chairman :

Q You are a butcher and you say one of the troubles is the large quantity of low grade beef. Now if I come to your shop I cannot get this steak for 10 cents a pound, and another steak for 15 cents a pound, and a loin for 20 cents a pound---steaks and loins are steaks and loins to the consumer and are each the same price ?

A I would not sell like that---I sell my beef at four or five different prices.

TO MR. HAGGART :

Q You buy an animal at 3 cents a pound and even at your cheap rates of retailing is there not a pretty large profit ?

A The highest I ever sold was at 12 1/2 cents a pound. That was when I paid 4 and 4 1/2 cents a pound. That would be the highest I would sell any of it. I would sell the shanks and briskets for what I could get.

Q Now as to the amount of profit you would get off a carcass?

A I buy cattle thin and fatten them. In the spring you cannot make much. It is better in the fall. You cannot keep on changing your prices all the time in a retail shop. I do not, even in the spring, when I was selling at a loss. I ran a shop for nearly five years. In selling quarters of beef I did not lower the price in the fall of the year. Anybody can buy a quarter of beef cheaper. I then change my price.

Q You say that you do not run prices up and down to the housewife, but you do not hesitate to run them down to the farmer. The prices do not vary in the shop but they do to the farmer?

A In the spring of the year there is no money in it.

Q And you try to make up for it in the fall ?

A We get a better profit

Q When you buy cheap meat you make a profit to keep you in the business ?

A That is the system in my shop

Q You did not make a fortune ?

A No, I am not butchering now

Chairman :

Q There are certain choice cuts in an animal for there is always a demand ?

A Yes

Q With you the prices of inferior cuts would like fluctuate ; sirloin and steak would remain stable ; otherwise your shop would be full of shanks, etc?

A It is simply the choice cuts that are stable with me.

JOHN FRANKLIN GREENWAY, having been duly sworn,
deposed as follows :

TO MR. HAGGART : --

Q Where do you reside, Mr. Greenway ?

A I reside in Crystal City. I am in the grain business, shipping stock.

Q Do you raise stock ?

A No

Q Just buy from the farmers ?

A Yes, and ship it on my own account

Q You have heard the evidence of the other cattle dealers and you know the scope of the commission, would you state to the commissioners your experiences as to anything that requires rectification ?

A Our principal grievance is in transport. We have no satisfactory transportation on that line. Our feeding is very unsatisfactory along the line and it is unsatisfactory at Winnipeg. We have no redress against that sort of thing. We should have a regular schedule stock train running 20 miles an hour.

A That is the system in my shop

Q You did not make a fortune?

A No, I am not outlasting now

Q What is the system?

Q There are certain choice cuts in an animal for there is

always a demand?

Q With you the prices of inferior cuts would rise first?

steak and steak would remain stable; otherwise your shop

would be full of shanks, etc?

A It is a very fine choice cuts that are stable with me.

JOHN WALKER,屠夫, having been fully sworn.

Q Now as follows:

TO MR. WALKER: —

Q Where do you reside, Mr. Walker?

A I reside in Crystal Palace, I am in the grain business,

bringing stock.

Q Do you raise stock?

A Yes, I have the business?

Q Yes, and this is on my own account

A You have heard the evidence of the other cattle dealers and

the fact the sheep in this country, would you state to the

commissioners your evidence as to whether that report

is correct or not?

A The evidence is in the affirmative, the same as

the evidence of the other cattle dealers and the sheep

dealers, and I am not a party to the same.

Q Now, Mr. Walker, you are a party to the same?

A Yes, I am a party to the same.

We should not be more than 6 hours from the market. Possibly the last case of large shrinkage I had was last April. May be it was not the fault of the railway. May be it was the snow blockade. I had 2200 pounds of shrink on one car of cattle. We were subject to very poor treatment in the yards. That was largely accountable by the fact that the large shippers had control of the yards and we would have to lie there from 2 to 10 hours.

Q Was there no method of regulating these things ?

A We should have legislation either on the provincial or Dominion statutes, province preferable, that the small shippers should have redress against the railway for non-fulfilment of contract.

If we had the privilege of feeding and watering our stock it would obviate considerable shrinkage and loss. We get no opportunity of building our stock up, and every hour it is on the way we are losing. I think the yards should be out of the control of the C.P.R. We should have feeding facilities prior to weighing and selling

Q And have some independent organization controlling the stock yards ?

A That ought to be done as quickly as possible if for no other reason than for a humane one

Q You have seen the newspaper correspondence on the meat question ?

A Some of it.

Q There were charges made that there was a trust or combine in Winnipeg ?

A It is impossible for us to get full evidence bearing on that. There certainly is, however, a very fine brand of courtesy down there between the dealers at times.

Q You did not find that there is that spirit of competition among them ?

A At times I have. I have nothing further to say except to emphasize the necessity of better yard facilities. The small buyer is in Winnipeg and the ordinary shipper has no chance to do business with him. As I have suggested before the market is altogether too friendly. You are exposed to these conditions. You cannot entertain the small buyer at all. We have to go back to the big buyer after dealing with the small buyer, and we go back to him as an outsider.

Chairman :

Q Do you think that a public abattoir would have the desired effect ?

A I have not a great deal of faith in the public abattoir. If there are large profits in it the large men will not be outside of it long.

Q The greater number of these retail butchers buy from the large abattoirs, how could they otherwise buy cattle ?

A They would have killing facilities of their own. I understand that the abattoirs there now have killing facilities. The small dealers are compelled to buy from the abattoirs. It is common thing to see the small dealers sitting on the fence waiting till the big men are through. And that aggravates conditions a little.

Mr. Middleton :

Q Do I understand you to mean that you would favor these union stock yards should be under contract -- private or public ?

A Possibly public would be better. I think the city council could handle them. They should have control of the market. It would make an open market.

WILLIAM LEES MACDONALD, having been duly sworn,
deposed as follows

TO MR. HAGGART : --

Q Where do you reside, Mr. Macdonald ?

A At Deloraine

Q What is your occupation ?

A I am a farmer and I ship stock

Q You buy stock and ship it ?

A Yes

Q Do you feed it ?

A Yes, and stallfeed. I buy all my grass fed beef.

Q All your own meat you stallfeed ?

A Yes

Q How much do you dispose of ?

A I have ~~not~~ been shipping since last April. I began shipping then. I have shipped 9 cars of cattle, hogs and sheep.

Q Some of the cattle raised by yourself ?

A The first car was, most of the rest we bought

Q I do not want to cross-examine you, but as a purchaser, producer and as well as a dealer, what have you to say to the commissioners ? Have you any grievance that in your mind could be remedied ?

A My ideas are a good deal the same about shipping as the others. We need a train oftener than we get it now. We want a scheduled train. The shrinkage averages 7 per cent for hogs and cattle. Sometimes it goes over that for cattle.

Q Every man is taxed shrinkage and that is about the average?

A It is for mine. I do not know about the others. I ship to Griffin direct. Hogs are better. I usually take the market for cattle. Only once have I had a bid on cattle. They generally will not bid on cattle a head.

Q Do you generally get the worth of your cattle from Griffin ?

A Sometimes we do ; sometimes we do not. Hogs we get good.

Q Griffin has no string on you ?

A No, I can go elsewhere

Q You are satisfied with the price ?

A Well, yes.

Q Did you go to Griffin's because you thought that there was a combination among the others ?

A No

Q Griffin does not supply you with the money to buy ?

A No

Q You have no particular kick at the abattoir men ?

A No.

Q You have never been subject to any such treatment as to make you believe that there was only one man there with one price to everybody ?

A Not exactly. While I think the prices there sometimes could be more reasonable.

Q Are there anyother buyers competing with you for the farmers' cattle ?

A Not at present, but there is a man at Deloraine and there are the butchers. I have no arrangement to keep out of their preserves. Sometimes it is the other way. I have been on the outside once or twice. I have no arrangement with any other dealer.

Chairman :

Q When you say no arrangement, you give the same price ?
Do you get a schedule of rates at differnt times from Griffin?

A Sometimes we get them. I generally have their lists. Just now he would not guarantee us a price. I was in business in 1905 and 1906. Only once this spring have they given me a cattle price.

Q You get this schedule of rates and your neighbour gets the same schedule, that appears to be the understanding ?

A It is no use to us when we get there

Q But you do not know that ?

A Yes, we have been there before

Q It is either a quotation to you or it is not ; it is either a guide or it is not ?

A Of course on hogs it is pretty nearly a guide

Q And your neighbour who is buying in the same township is getting the same schedule ?

A I do not know ; he might get the same schedule. My neighbour at Deloraine had Cordon's a quarter of a cent less. It happened this week.

Q Can you give us any help, something that you yourself have come in contact with ?

A Nothing but in the shipping and the market in there. I would sooner see the abattoir and union stock yards. I have had experience in the Montreal market. We ship to the C.P.R. stock yards in Montreal, and we can sell wholesale if the prices are satisfactory, if not we have the opportunity of going on to the market and feeding the cattle. We can feed the cattle at the C.P.R. or the stock yards which are a mile apart. The butchers would pick out one or two beasts. If the market was low the wholesalers would not make a bid. We can generally sell any class of stuff. Here we sell wholesale by the lump.

Mr. Haggart : has never been known to be satisfied by selling

Q The complaint of the butchers here is that it is easy selling the good cuts, but that there is always a surplus of the inferior parts. In Montreal they have a larger population there and can buy the cheaper meat ?

A Winnipeg must use it. It is not shipped out. I do not know much about the retail part of the trade.

Chairman :

Q What is your opinion : Supposing Gordon & Ironside, Griffin, and these four large firms have an outside understanding between them regarding cattle, what would you think of their sending out market prices all over the province ?

A The buyers would buy on the market price.

Q That is, these men would regulate the whole thing practically would it be not so ?

No answer.

Mr. Middleton :

Q Give us some opinion on the rates. Do you find any difference in the rates ?

A I never shipped further.

JAMES CALDWELL STEWART RECALLED.

TO MR. HAGGART : --

Q. You differ from the other witnesses: Any statement that you have to make had better appear on the evidence ?

A I differ in so far as that the inferior portion of the stock shipped has been responsible for the low price of beef. Because the very best quality that has been produced within the last few years has never been bought at a satisfactory price. That is my experience and the experience of my neighbours. Mr. Pritchard, a former witness, has insinuated that the farmers are a hard class to deal with. He insisted that they have done well.

I would like Mr. Pritchard to inform the commissioners as to what it costs to raise and produce a steer 1200 pounds at the age of 30 months. It is sold at 2 1/2 cents a pound. I claim that it does not produce any profit.

JOSEPH PRITCHARD RECALLED :

TO MR. HAGGART : --

Q How can you show that a steer at thirty months of age, weighing twelve hundred pounds, sold at two and a half cents a pound, being \$30 in all, that the farmer makes any profit on it ?

A I have had no experience.

THE EVIDENCE being concluded in the country districts of Manitoba, at the conclusion of the Manitou sittings, the Commissioners adjourned to meet the following week in the City of Winnipeg.

Q What is the profit on a steer of 1200 lbs. at 2 1/2 cents a pound, being \$30 in all, that the farmer makes any profit on it ?

Chairman : Not included the cost of raising the steer.

Yes, I think so.

SITTINGS RESUMED in the Court House in the City of Winnipeg on the afternoon of Monday, the Twelfth day of August commencing at two o'clock : Before Mr. Commissioner Campbell, chairman, and Mr. Commissioner Middleton.

ALEXANDER HAGGART, K.C., Counsel for the said Commissioners :

HORACE A. CRAIG, Secretary.

CHARLES L. CHARREST, recalled ;

TO MR. HAGGART : --

Q All we want to know, Mr. Charrest, is such as is pertinent to this enquiry. As requested by me at our last adjournment in Winnipeg, you have made and produced a statement, which we will mark as Exhibit "A", is that the statement ?

Statement produced and marked Exhibit "A".

A. Profit and loss statement from June the 30th 1906 to June 30th 1907, that includes the purchases, all sales and expenses and the stock in hand.

Q Does that show a net or a gross profit of 20 per cent ?

A This would not show that much

Q How much does it show ?

Chairman : Give me the figures and I will give you the percentage --- very near 4 or 5 per cent of the net profit ?

A Yes

Mr. Haggart :

Q That is the profit after allowing you and your partner a living wage of \$3600 a year ?

Chairman : Not including the withdrawal. This \$3600 is included in the \$5999.27 ?

A Yes, I think so.

Mr. Haggart :

Q You think this \$3600 to you and your partner should be included in this \$5999.27 ?

A I imagine it is ; my bookkeeper prepared that

Q I have asked the registrar of the court here, Mr. W.A. Wilkes, who is an expert accountant, to assist us in these matters, you will have no objection to your bookkeeper, Mr. Thompson, allowing him to verify this from your books ?

A No

Q You will give Mr Thomson such instructions that it will be done ?

A Yes

Chairman : It is $4\frac{2}{3}$ per cent, practically a profit of 5 per cent on the goods turned over, after taking out \$1800 a year living expenses for each partner.

Mr. Haggart :

Q This simply shows the business done in meat ; for instance you sell vegetables too ?

A Yes, all is included, we keep no separate accounts.

Q What proportion in your business do the sales of beef, mutton and pork compare to the whole ?

A I have no means of saying.

Q You buy the bulk of your meats from the abattoir men ?

A Yes

Q And you have to pay the prices they ask ; they fix the prices ?

A They certainly do

Q How do you fix the price at which you sell ?

A Our selling prices are regulated by the demand. A demand for a certain class of goods we have, and we have to give and get a higher price.

Q Do you and your partner make these prices without reference to the wholesale men or other retail men ?

A Yes

Q There is no arrangement between you and the wholesale men as to the prices at which you shall sell ? A No

Q Nor of the goods you buy nor any particular part ?

A No

Q And there is no arrangement between your firm and the other retail firms as to the retail prices for the different classes of meat ? A No

Q You make your prices (retail) such as will give you a profit upon which to run your business ? A yes

Q And you do not think that 5 per cent on your turn-over is a very large percentage ?

A It would not seem so by my statement

Q You have very little dealing with cattle dealers in the country who buy from the farmer and who bring in car loads of cattle ?

A No dealings at all

Q Your business, is such that it would not permit you to profit by dealings with them ? A Yes

Q If you bought a car load of cattle you would have to have it slaughtered at one of the abattoirs ? A Yes

Q They would slaughter it, skin it and store it at a certain price ? A Yes

Q For an indefinite period ?

A No, I could not expect them to do that. If we bought cattle by the car, we would have to have them slaughtered a few at a time, they would have to be used up in two or three days, and we would have to feed the others until it was time to have them slaughtered.

Q Some of the country dealers thought it would be advantageous to have union stock yards and regular market days where the Winnipeg dealers could come and buy in quantities to suit themselves ; what do you think of such a proposal as that ?

A I think it would be all right as far as we are concerned. If we saw anything there that we thought would suit us we would go and buy it and have it slaughtered, especially if it had an abattoir in connection with it it would be far better.

Q How would the public abattoir have to be run ?

A I do not know. I have had no experience in that line.

Q You do not know of any abattoir being run by a city ?

A I believe that is so in the eastern cities and in the old country. I have never gone into details I have never been in them and do not know how they are run, or what they charge.

Q You do not know whether the public abattoir would be profitable to the citizens ?

A I suppose it would be if put under capable management.

Q What kind of management ?

A A manager, general superintendent, and other officers under him who would attend to the different branches such as the stock yards, etc.

Q I think you told us in your ~~former~~ former examination the other day that if you bought a part of your stock in this way from the farmer or cattle dealer ~~ex~~ direct you might not be able to deal so advantageously as to the stock that you might get from the abattoir men ?

A Yes

Q They give you better terms when you get everything from them ?

A That stands to reason, that would.

Chairman :

Q You have a retail dealers' association in this city ?

A Yes

Q You have regular meetings ? A Yes

Q And it is a properly organized institution ? A Yes

Q Can you tell us what are the functions of that organization?

A When we first took the matter up it was organized to devise some means of making shorter credits and prompter collections. We were getting tired of the way business was done, and we devised this means to protect ourselves. If a party got credit from one man and did not pay and went to deal with some other person that other person would be notified, so that he could protect himself. In the retail association there are several other matters which came up for discussion. We took up matters with the city council and had some alterations made in the bylaws. Our last agitation and it is going now, we petitioned the legislature to institute a small debts court whereby we could collect without the tedious processes we are going through now and at less expense. We find that in some matters when we are buying in large quantities it is convenient to divide up amongst ourselves. But you cannot do that ~~xxx~~ very well in meat. That does not refer to meat I will give you to understand. In June we ordered a carload of paper wrapping paper and divided it up among ourselves.

Q In the fall of the year the custom has been from time immemorial to slaughter cattle at that period and bring it into town to ~~slaughter it~~ and sell it around the city ?

I should think that that would be inimical to your interests ?

A Yes

Q Is there any regulation by your association to prevent farmers from selling round at that time of the year ?

A That has not been done, but there have been many complaints from butchers on the outskirts.

Q Is there any regulation whereby anything slaughtered and brought in by a farmer will not bring the same price as that sold by the abattoir ?

A No

Q Is there any understanding among the retail men or the butchers not to buy from the farmer ?

A No

Q In speaking of the grading of cattle we have had a great deal of evidence on that and I find that as a rule beef cows for example would be quoted at 1 1/2 cents and 2 cents a pound live weight, another class 2 to 3 cents and prime steers 3 to 3 1/2 cents ; now when you buy from the abattoir do you buy all these classes or a particular class ?

A We select the class we want

Q Suppose you select from each class do you grade the cuts in your shop the same as cattle on foot is graded to the producer Presume I go into your shop and buy a steak --- a steak is a steak anyway ?

A We grade steaks from 12 1/2 cent to 20 cents a pound

Q Then you have cheap steaks for certain classes of customers and the best steaks for a certain other class ?

A Yes

Q Who are the officers of this retail association ?

A I was asked by Mr. Haggart to produce the minutes. I asked Mr. W. A. Coulson and he said he was not allowed to let them out of his possession without an order from the president of the association, Mr. MacPherson. He is away in the south just now, at Treherne.

Mr. Haggart : We can subpoena him the same as in court. I did not want to do that.

Chairman :

Q You have been a considerable time in this business here ?

A Yes

Q In the changes that you have seen taking place it must have occurred to you that this industry is becoming specialized, do you not think that the competition between and among the wholesalers and retailers is gradually disappearing : Is there the same competition that there was years ago ?

A I think that line of business is getting into fewer hands.

Q And as it is getting into fewer hands do you think that in an equal proportion that competition is disappearing ?

A I do not think so.

Q We have had a great deal of evidence given to us that there are a great many buyers out, but the kind of competition we discovered was that the prices were set by the leading dealers in Winnipeg and that each of these buyers who professed to bid went out and bought on that schedule of prices, would you call that competition ?

A Well, there should not be a great deal of competition if they know exactly what to give for the cattle.

Q Supposing one of these large buyers sent you a circular letter and that circular letter stated that that they would pay these prices and you accepted that letter and you bought cattle and shipped them in and got paid for them would you consider that an understanding between you and the big dealer in regard to price ?

A I do not think I would All the wholesalers each might send a similar circular to the same man. There might be a little variation in the price.

Q Is it only in a temporary state?

Q You would not call that an understanding as to price between that seller and the purchaser ?

A He would have an understanding that he had to take the price in the circular until otherwise notified.

Q That is, the buyer and the seller understand that the goods will be shipped at that price ?

A I suppose it is

Q You are not a buyer or a big dealer ? A No

Q Is there anything that has occurred to you since our last sitting here that you think would be of benefit for us to know ? From your standpoint what changes, if any, can you suggest that would improve conditions with you and make your business more satisfactory ?

A Well, the only kick we have at the present time is the way we are used by our customers, not all bad, but a good many who do not pay promptly and who do not expect to pay.

Q Are there many bad debts ? A Yes

Q And the tendency is that in your business the credit system has become almost unendurable ? A Yes

Mr. Middleton :

Q You do not take advantage of this co-operative system of buying cattle. You bought a car load of paper, why not a car load of cattle ?

A Yes, but it would take up a great deal of our time. It would be a hard matter to grade prices between ourselves.

Those who took the poor ones would want them almost for nothing. If we wanted five or six of the best all the others all the would make up pay good and plenty for them. I have no fault to find with the way we are used by the abattoirs. We can get just what we want in any quantity and at any time. The industry is only in a transitory state.

Mr. Middleton :

Q This public abattoir would enable you to buy more direct from the producers ?

A Oh, yes.

WILLARD A. BARTRAM, having been duly sworn, deposed as follows

TO MR HAGGART : --

Q You are a partner of the former witness ? A Yes

Q And that firm has been doing business in Winnipeg for a number of years ? A Yes

Q How long ?

A Nine or ten years

Q You were engaged in the butcher business before the formation of that firm ?

A Mr Charrest was.

Q It was your first introduction to the meat business in Winnipeg ? A Yes

Q What part of the business of the firm do you take charge of?

A The financial end

Q You have heard the substance of your partner's evidence ?

A No, only a little. Though his evidence should be on the lines of mine. He knows more about the cutting and the practical part of it than I do

Q You saw that financial statement for the year ending June the 30th 1907 before it was presented to the commissioners?

A Yes

Q Did you go over that with your bookkeeper ? A Yes

Q And that is as near as possible correct ?

A As near correct without going into a whole lot of trouble. There might be a few dollars that belong to the branch shop. It would not exceed fifty dollars.

Q That is the substance of your business for the last year ?

A Yes

Q The capital stock in that business was how much ?

A Do you mean in the building and all ? It must be fifty thousand dollars in it.

Q And all that you took or drew out of the business were your living expenses ?

A We are on salary, the same as our men. We do not exceed it one cent. We get a statement of the ^{meat-} ~~buy~~ we buy and a cheque for the balance. It is \$150 a month.

Q And you drew no more ?

A No

Q And your net profits amounted to ?

A To \$850, and there would not be that profit if some of the bad accounts are written off. We cannot tell just how bad they are until the people are dead.

Q Do you mean to say on an investment of \$50,000, after getting a bare living, there is practically less than a thousand dollars profit ?

A I do. I would get out of it on a month's notice if I could get my money out of it.

Q Notwithstanding these excessive prices for steaks ?

A We are not paying our men any more than they are worth.

Q I have asked Mr. Wilkes, the registrar of the court, to verify that statement and you will give him what assistance you can in verifying it ?

A Yes

Q Do you buy the meats or does Mr. Charrest ?

A He usually orders ; I order sometimes.

Q You have to pay the price of the abattoir men ? A Yes

Q And you get the bulk of that from them ?

A All but the veal and lamb which we get from the farmers.

Q To buy from the farmer or the trader you would require to employ an expert for that purpose ?

A Send a man to the country or to the stock yards. It would require a high salaried man to buy even what little we use.

Q It requires an expert to purchase beeves or anything in connection with live stock ?

A He has to understand weights and qualities

Q And to this man you would have to pay a high salary ?

A Yes. We would have to pay a man \$125 a month to buy cattle. He would have to have a horse and buggy to drive around. He ships in and we would have to have a slaughter-house. It would take 2 men at \$60 a month in the slaughter-house. It would take another man with a team to haul the stuff down to the shop. That is the expense we would be put to.

Q And that more than offsets any higher price that the abattoir men would charge ?

A Yes, if they want half a cent more a pound they would be doing well.

Q Were you here when Mr Lauzon was giving evidence ?

A No

Q Mr Lauzon contends that the abattoir men have an undue advantage here, that even the city of Winnipeg, the council, prosecute him and fine him every week, he says, for running a slaughter-house, do you know anything about that part of the business ?

A I do not think the city would prosecute if a slaughter-house were properly conducted. I do not think that there is any clause or bylaw in the city's constitution that would pre-

vent any man from running a properly conducted slaughter-house.

Q There is no inspection of meats here ?

A Yes, there are two inspectors of meat here. They call on us probably only three times a week. Probably his duties are to call every day. He may.

Q Probably the inspector should be there when the animal is killed ?

A I think that the man who can look at a live animal and tell that it is all right in side does not live in this country ?

Q Do you buy any meats from the Jews ?

A Hind quarters

Q Some cattle dealers claim that the farmers force on the market meat not fit for the market ; that there is a glut of inferior meat ?

A That is my experience. I think the trouble with the farmers is that they all want to slaughter at one time. They will all pile in here with surplus cattle. After we get what we really want we will not take it unless we get it for our own price. Any man understands that. Farmers will bring in, especially these Red River Valley Halfbreeds, Red River cattle of no size or quality, and they cannot get the price.

Q Loins and steaks are loins and steaks, still would not the loins and steaks from the Red River cattle bring you the same price as prime cattle's ?

A It might to the Red River cattle ~~man~~ man.

Q But not to your best customers ?

A No

Q And rump steak does not sell the same from the Red River cattle as from the prime ?

A No and it has not the same proportions. The prime stock has a better flavour and is of a better grade. A fine big

steer weighing 700 or 800 pounds and a little Red River steer weighing 500 or 600 pounds are not the same .

Chairman :

Q I think the small Highland cattle is the choicest meat ?

A Yes, but these cattle have depreciated until they are nothing. They are light across the loins. Go into some breed's yard and you will find they are light on the loin and big in the head, where you do not want it.

Mr. Haggart :

Q It is charged that there is a beef trust ; if such exists among the wholesalers it would not be a good thing for you to have to deal with ?

A It would not.

Q You have had intimate relations with any of them ?

A Yes, three of them : Gordon & Ironside, The Western Packing company and Griffin.

Q The prices you pay them are practically the same ?

A No, sometimes we can make a quarter of half a cent by getting it from the other fellow

Q You fix the price to the public by what you will give you a fair profit ?

A Yes

Q How are the wholesale prices fixed ?

A We do not know. We are not in the business, in fact I don't.

Q Does it not look to you as if they had got together and fixed these prices ?

A Sometimes I think so and sometimes I do not.

Q We are told in the country that pigs have a uniform price both as to live and dead pork ?

A They may not vary for a season. But we buy a lot of dressed pork in the winter from the country. We buy all that is offered in season. in the winter time.

Q The farmer says there there is not enough pork produced in this country for the wants of the country ? A Yes

Q That there is a lot of imported pork ? A Yes

Q And that a larger price is paid for the imported pork than for his ?

A I think that the imported pork is quite a different thing. They do not import straight hogs. I think J. Brown brings in a car / load or two from Toronto. Half the pork is brought in cured as bacon or hams. The hardest parts to sell they do not bring in.

Q But notwithstanding that can you produce hams and bacon from our pork much cheaper than what you get from Toronto or Chicago ?

A No, we are not pork packers. We are not buying live hogs nor packing them

Q Do you sell Manitoba hams cheaper than Chicago hams ?

A Yes

Q Why ?

A We do not sell Chicago ham or bacon unless it is specially asked for

Q Manitoba ham is worth 18 cents a pound ?

A Seventeen and half cents

Q And Chicago or Toronto ham is worth more ?

A Now an American ham I could say. Bacon is worth 22 1/2 cents a pound ; our bacon is worth 17 1/2 cents a pound.

Q Why such a difference ?

A They claim quality, those who use it

Q The purchaser ?

A Yes. We have a number of customers who ask for Armour's or Swifts's and we charge 30 cents a pound for it sliced.

Q That is just a whim of your customer ?

A We do not keep it in stock. There is a lot of our cured pork goes to British Columbia, but none goes east, at least I think not.

Q As a retail butcher who has been in Winnipeg some time have you any suggestions to make to the commissioners as to what and whether there is any restraint in the trade in any way that is undesirable from your point of view ?

A It is a problem that I would not like to undertake. I know meat is too high and I do not know how it is going to be reduced.

Q Can it not be reduced so that you can do business with the farmer and the abattoir and still pay the farmer the same price ?

A I do not know what the abattoirs are paying for their stuff. We very often run across men who have been selling. In fact, a man comes in to us every week with lamb and beef. He is getting a good safe price. He is not doing any kicking. His name is H. Hellofs of Gretna. He brings in veal, beef and hogs. He delivers lamb and veal to us dressed.

Q Where do you get your mutton ?

A Abattoirs. We have mutton from Prince Edward Island in the fall.

Q So you are satisfied that you sell your meat at not more than a fair price ?

A I am satisfied that we are not selling at a fair profit.

Q Any persons who are getting more than they are entitled to are the persons before you ?

A The consumer.

Q The consumer gets no profit ?

A I know we have worked a year for nothing. From 7 in the morning till 6 at night six days in the week and we are only getting an ordinary living. There is more than that coming to us.

Q You have \$50,000 invested in the plant, stock and business?

A Yes

Chairman :

Q Were you in when I asked a few questions of your partner ?

A Yes, but I could not hear them all.

Q I see that the small slaughter-houses are gradually disappearing, and that the old principle of competition is disappearing. The prices are set by two or three men. Do you think that that is the natural result of the changes that have taken place through the cold storage system or is it human ingenuity to increase profits ?

A It looks to me natural. But there is the advantage and the disadvantage. It looks reasonable too if these men in the abattoirs can get a fair profit

Q Do you think with market day ~~and~~ ^{and} buyers we could get cheaper meat ?

A Yes

Q Then we could go back to competition ?

A It should be the remedy.

Q Well, we will not go back to competition ?

A If a purely independent man could go to these people he could find out what a 1200 pound animal dressed. He knows what it costs. He could attend to all three abattoirs.

Q It was suggested to me that this commission should make it a point to find out the exact profits or makings of the big abattoirs, and see how much they each made and appoint some one to see that they should not make more ?

A That is the only feasible way I can see out of it. But this man has to be a just man.

Q One might find 'Diogenes' task a difficult one ?

A It is pretty hard to have great big bills shoved up under his nose and then keep straight.

Q Supposing you had built up this place would you care to have an outsider come in there and say "I am coming here to dictate what profit you shall make?"

A They are not private individuals who are running these abattoirs. They are corporations. They are looking into these companies on the other side of the line.

Q Suppose we suggest a remedy that would keep them in their place would it be an improvement ?

A Yes, I think it would be a decided improvement, if it could be done without making the thing nasty for them.

Mr. Middleton :

Q Do you not think that there is too much loss of capital between the producer and the consumer by paying all these surplus men ? Would not these public abattoirs and public markets dispense with them ?

A The trouble would be that you would not find an animal in that market for weeks. There is a whole lot to be considered in keeping and storing meats and supplies. The farmers unload their surpluses before the First of January with the exception of stallfed. From the First of October to the First of January there will be a continuous stream of cattle. For nine months you would not get supplied. You would not get it in the public market. The public market is the first thing to be considered.

Chairman : Now to what they want . . .

Q With scheduled stock train on certain days in the week, before Mr. Hamilton. Now, I am willing to . . .

union stock yards and a public abattoir in connection ?

A It does not want to be mixed up with the present stock yards I could not agree to that.

JOSEPH TURENNE, having been duly sworn, deposed as follows

TO MR. HAGGART : --

Q You are a butcher by trade, Mr. Turenne, and you do business in the Town of St. Boniface ?

A Yes

Q And for how many years have you been doing business there ?

A For the last ten years

Q Where do you buy your stock ?

A I am buying from Gallagher, Griffin, and from Lauzon sometimes --- everywhere.

Q And of the abattoir men ? A Yes

Q Do you buy from the farmers ? A Yes

Q Live meat, cattle, cows, sheep, pigs ? A Yes

Q Dead meat too ?

A In the winter time

Q And you sell from your butcher's shop to the inhabitants of St. Boniface and everybody who will buy ? A Yes

Q You buy as cheap as you can ?

A Sure

Q And get what price you can ? A Yes

Q How do you fix the prices now that people are complaining they are paying too much ?

A It is partly their own fault

Q They come to when they are hungry ?

A We used just to sell as many front quarters as hind quarters in St. Boniface. Now, I am selling six hind quarters to

one fore quarter. The hind quarter being scarce we have to pay a big price, more than if you are buying the whole carcass.

Q The abattoir men demand big prices ?

A Yes, on account of the scarcity of the hind quarter

Q How much a pound do you have to pay for the fore quarter ?

A I have been offered fore quarter at 3 1/2 cents a pound, not by a farmer, but by some one who kills at the abattoir.

Q Not by Griffin, Gordon or Callagher ?

A No, some Jews, I think.

Q And for the hind quarter, how much do they charge ?

A Hind quarters 9 cents a pound.

Q You really cannot sell a fore quarter unless you have several hind quarters to help it off ?

A Yes

Q How many hind quarters to each fore quarter ?

A About six

Q How do fix the price of your steaks and roasts ?

A We sell the rump steak and the loin steak at 15 cents a pound.

Q These are the best parts of the animal ?

A We are sometimes in a different position. Some will prefer say working people, a round steak because there are not so many bones in it. They pay as much for that as the other.

Q Do you fix your price by the same as which the retail merchants in the city sell at ?

A No, I cannot get as good a price

Q There are more poor people over there ?

A I have to sell cheaper

Q Why cannot our butchers on this side of the Red river sell as cheap as you ? They sell more of it ?

A I am in a different position to them. I am doing the killing myself. I have a slaughter-house of my own. I go out in the country and buy stock there and get it cheaper than dead beef.

Q You buy cheaper from the farmers than the city butchers do from the abattoirs ? A Yes

Q Is beef from the farmer as good as that got ~~cheaper from~~ by the butcher from the abattoir ? A No

Q You are honest enough to say that the quality of beef you sell is not quite as high grade as that sold in Winnipeg ?

A No, not the same grade

Q For that reason you sell cheaper ? A Yes

Q Can you afford to sell cheaper ?

Q My expenses are less than the butcher in the city here because the rent is not as high. For instance, I think Charrest & Bartram are paying \$100 rent a month and I am paying \$15 a month rent. I have 4 men working with me ; they cost for two of them \$15 a week and the other two, boys, \$10 a week.

Q They have to pay higher wages than you ?

A I guess they have to pay higher wages.

Q You think that on account of the grade of beef you can undersell them always at a few cents in the pound ?

A Of course, if they had the same quality of beef that I sell they would not be able to ~~to~~ get more. I always sell good meat however.

Q But ~~the~~ heavy cattle, not the heavy cattle that they get from the west ? It is all the people have been used to ? A Yes

Q It might not be sufficient to suit the wealthy people in the south end of Winnipeg ?

A Well, the hotel people and boarding house keepers do not like that beef because it is rather thin.

Q There is no arrangement between you and any other butchers as to fixing the price at which you are to sell ?

A No

Q You buy independently from the farmer ? A Yes

Q In buying from the abattoir men you pay the same price to them all ?

A Not exactly. For instance I telephoned to one abattoir. I was told pork had gone down one cent. I said "How much will ~~xx~~ you sell loin of pork for ?" They said "Thirteen cents". I told them I could get it at another place for 12 cents a pound. They said "We cannot afford to sell it for less than 13 cents". I got it from another abattoir for 12 cents a pound This morning I called for mutton at one place and one place asked me 12 cents a pound another 12 1/2 cents.

Q Two years ago did you buy much from the abattoirs ?

A. No

Q Principally from the farmers ? A Yes

Q Do you buy pigs, live pigs ? A Yes

Q How much do you give for them per pound ?

A Seven cents. Sometimes when they are heavy pigs 6 1/2 cents and 7 1/4 cents a pound is the highest I ever paid.

Q Is 13 cents for dressed pork too much profit ?

A I was told by an abattoir man that they are \$7.50 and \$7.75. You see, of course, if a farmer comes with a load of hogs and ~~xxxx~~ ^{xxxx goes} to them he generally enquires of the other abattoir men and tries to get the best price. It is not the same with me. I go out in the country and I buy hogs from the farmers. They ask me how much. I am always paying a quarter less than they are paying here. Of course, I have the expense of going out.

Q You buy as cheap as you can and get the best price you can ?

A Yes, I have been trading in Prairie Grove, Loretto, Ste. Anne des Chenes.

Q Principally from Frenchmen ?

A. Oh, no. This is the way. I see a steer or a cow. I judge

that the steer or cow will come to so many pounds of beef. In that way a head of cattle will be worth from \$25 to \$30. I ~~may~~ offer that much to them. They have to take my price or keep their cattle.

Q You do not know of any agreement or arrangement that prices are to be kept at the same figure ?

A No

Q You are not a party to such an arrangement ?

A No. There are ninety farmers under that impression. If a man comes into town with hogs or cows and I will not buy from him at a price. They say that I telephone around and say that I offered them such-and-such a price.

Q That you telephoned every other butcher and asked him not to offer any more ?

A Yes

Q Are they right ?

A No, I would not take the trouble It is not business either.

Q You have made all your profits out of your business ?

A Yes

Q Are you a millionaire ?

A No, not this year. It is pretty hard to get the money.

Q And you make the men that pay well pay for the bad debts ?

A No. But you would be surprised if I showed you my books and see the money I am losing for years. The country is rotten with credit.

Q You have to get a fair profit or otherwise you would go broke ?

A I pretty near went broke this summer.

Q Is there anything in that trade that ought to be rectified?

A There is one thing which is a drawback for me especially.

I cannot afford to bring in a carload of cattle. I have to send to the abattoir to freeze the beef. If we were allowed

Q The above on how will you be an early receipt of cash in that way a receipt of cash will be sent to you by 1922. I will offer that cash to you. They have to come up with cash or money.

Q You do not know of any agreement or arrangement that before you do be kept at the same figure?

A No. There are things that are not in the agreement. It is not going into town with bags or cows and I will not pay from him as a price. They say that I believe around and say that I offered them such-and-such a price.

Q That you telephoned every other business and asked him not to offer any more?

A No, I would not have the trouble. It is not business either.

Q You made all your profits out of your business?

A Yes, I am a millionaire?

Q Yes, this year. It is pretty hard to get the money.

A No, but we would be surprised if I changed for my money and see the way I am doing. The country is better with credit.

Q You are a millionaire?

A Yes, I am a millionaire.

Q You are a millionaire?

A Yes, I am a millionaire.

by the railway company to put four, five or six head of cattle in one car it would help us and the farmer a great deal. You have to make arrangements to have a car.

Q The C.P.R. charges for a whole car whether there are ten or twenty in the car ?

A Yes.

At this stage of the proceedings the Commissioners adjourned until the following morning, Tuesday, the Thirteenth day of August 1907 at 10 o'clock when the enquiry was resumed.

WILLIAM COATES, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q You are a retail butcher ?

A Yes

Q You do business on Portage avenue ?

A Yes

Q Your shop is one of the largest in the city ?

A I do a fair business

Q You sell dead meats ?

A Dead meats

Q And you contract for the supply of semi-public institutions, such as the genral hospital, gaol, deaf and dumb institute ?

A Yes

Q You try to do business in every legitimate way that you can ?

A Yes

Q You have the contract for supplying the meats to the hospital at present ?

A Yes

Q Q That is the only institution on which you are working on contract ?

A We have the C.P.R., and also the Winnipeg Lodging & Coffee House, but at the present time we just take the Winnipeg General hospital on contract.

Q How long have you been in the retail business ?

A Four years. I have only one shop now. I sold one shop last year.

Q From whom do you buy your meats ?

A I buy from the abattoirs

Q You do not buy any live meats at all ?

A No, I have bought a few live lambs

Q Pork, mutton, veal from the abattoirs ?

A I buy beef, pork and mutton from the abattoirs. I bought ninety per cent of the veal from the farmers and jobbers in cars who come to the city from country points.

Q You never buy any live meats ?

A ~~never~~ buy any live cattle

Q I suppose you have no facilities for killing it ?

A None of my own. If I bought them I would have to get them killed at the abattoir. They would charge me 75 cents a head for killing the cattle. They would store it for me. For 75 cents they will kill it and store it within a reasonable time I should judge for three or four days.

Q But if you wanted to keep it for a week or a month or for an indefinite period ?

A They cannot keep fresh meat much over 8 days at this time of the year. We cannot keep it frozen even. Keep it longer than that it would have been frozen or spoiled.

Q It would not pay you to buy live meat from the farmers in your business ?

A No, I do not know anybody selling cattle in small lots round the city. I do not think it is being done. Anyway I

have never been approached to buy cattle.

Q You have to pay the abattoir men whatever price they ask ?

A We pay what they are all charging. They fix the price.

Q How do they arrive at the price of dressed meats ?

A A it is fixed according to the price they pay for live cattle. The price of dressed meat is rested entirely upon the price paid for live cattle. That enables them to fix the price. Packers handling for the retail trade will kill out 55 to 85 per cent if the market is very low and will bring the prices up.

Q Dressed meat will be double the price of live meat ?

A Yes, about two-thirds of the price of live meat.

Q You say that they fix it ? You state that

X The abattoir men fix the price to you, and that price would depend upon the price they would have to pay for their live meat ? A Yes

Q Do they not fix the price of live meat too ?

A I am not able to judge. I presume they do. I have had no opportunity to find out. I have never been in the market to see.

Q What opposition have the abattoir men in buying live cattle?

A Each abattoir is the opposition to the other

Q In buying these meats from the abattoirs do you find the prices pretty nearly uniform ? A Yes

A Yes There is not very often much difference.

Q And does it not appear to you now from your knowledge that the abattoir men have power to fix the price to the farmer or trader and to fix the price they charge you and the other retailers ?

A That is providing that there was a combination among them.

Q Have they the power ?

have never been answered - my father.

Q You have to pay the auctioneer whatever he asks for?

A No, what they are all offering. They fix the price.

Q How do they arrive at the price of dressed meat?

A It is fixed according to the price they pay for live

cattle. The price of dressed meat is based entirely upon

the price paid for live cattle. That enables them to fix the

price. Whatever bidding for the retail trade will not

25 to 35 per cent if the market is very low and will bring the

prices up.

Q Dressed meat will be double the price of live meat?

A Yes, about two-thirds of the price of live meat.

Q You say that they fix it? You mean that?

A The auctioneer will fix the price for you, and that

price would depend upon the price they would have to pay

for their live meat?

Q Do they not fix the price of live meat too?

A I am not able to judge. I presume they do. I have not no

opportunity to know. I have never been in the market

to see.

Q What opposition have the auction men in buying live cattle?

A Much opposition is the opposition to the other

men who buy from the slaughter house.

Q Do you think they are really selling?

A Yes, there is no very great opposition.

Q And that is the reason for the low price?

A That the auctioneer would not fix the price for the live

meat but for the price that the market would bear.

Q Yes?

A Yes, in fixing the price for the live meat.

Q Yes, that is the reason?

A That is the only way for a combination, to have the power.

Q If they do not compete with each other in buying, or compete with each other for customers for their meats, can they fix the market both ways ?

A As far as the local market is concerned they can.

Q You do not know that there is a combination between them ?

A I do not know.

Q There is a uniformity of prices in your dealing with them ?

A They will find out from the different packing houses what the current prices are and if one man is a quarter of a cent or a portion of a cent higher one man will have to come down. There have been instances where they have been higher, but it would only last a day because the highest man would not get business.

Q The abattoir , with the exception of veal and lambs, is the sole source of supply in your business ?

A Yes, like any one else

Q You can always get there every article you want to fill up your stock ?

A Exactly

Q And even if they charged you a little more than you could procure an article from the trader or farmer it is better to go to the abattoir men ?

A There is nobody else in the business. There is no farmer who keeps a supply of beef for the butchers in Winnipeg.

Q They practically control the supply of the trade in that way ?

A Yes. There are other dealers but they use the abattoirs as the basis of their business. They are separate institutions though their prices are all about the same.

Q You refer to such men as David Finn ?

A Yes, and there is M. Galski. I think they likely call it

A That is the only way for a competition, to have two buyers.
Q If they do not compete with each other in buying, or competing
with each other for customers for their goods, can they fix
the market both ways?
A As far as the local market is concerned they can.
Q You do not know that there is competition between them?
A I do not know.
Q There is a uniformity of prices in your dealing with them?
A They will find out from the different dealing houses what
the current prices are and if one man is a purchaser of a large
quantity of goods he will have to come down.
Q There have been instances where they have been higher, but they
would only raise a day because the highest one would not get
business.
Q The shaddock, with the exception of seed and lambs, is the
sole source of supply in your business?
A Yes, like any one else.
Q You always get a few small quantities of fruit up
from abroad?
A Exactly.
Q And even if they charged you a little more than you could
procure from the market or farmer it is better to
go to the shaddock man?
Q There is nobody else in the market.
Q Suppose you are a man who has a large quantity of fruit
and you want to sell it, would you sell it to the shaddock
man or to the market?
Q I would sell it to the market.

The Northwest Meat company. He gets his killing done at one of the abattoirs here.

Q I suppose if you bought your staples such as pork and beef from an outsider you might not be able to get the same terms as to fancy meats, such as lamb or veal, from the abattoir ?

A It would be impossible for me to get the same class of goods. There is nobody carrying the same class or the same selection. If I did business with a smaller man I would have to put up with stuff I did not want ; inferior meats.

Q How do you fix the prices you charge your customers ?

A On what we pay for meat.

Q Is that arranged among the retail butchers themselves ?

A As far as I am concerned it is not. I arrange prices with nobody. I am not a member of the retail association. I fix my prices at what I think will give me a fair profit and that is all.

Q What would the average price be for a quarter of beef ?

A We buy by the carcass . At the present time ~~the~~ lowest price we have to go on is 8 cents per pound during the present month.

Q What would be the average price at which you would sell that carcass ?

A That would vary a great deal to the class of trade a man would cater to. I cater to a class of people who buy one-third of the carcass. The best. The balance of the carcass, the other two-thirds, I have to sell it for any old price that anybody will give me, that is several cents a pound over what I gave for it. We have naturally a larger demand for good cuts. I frequently have to go to a butcher in the north end to get good cuts such as loins of beef and ribs.

Q You can hardly tell what would be the receipts on that carcass ?

A I could hardly give you the figures of what the receipts would be off hand. I just tell you we retail the best pieces at double the price what we pay for the carcass. If we pay 6 cents a pound for the beef we sell it at 12 cents a pound. But cutting into steaks cost three to five cents more. a pound. Nearly all the fat is shoved into the loin. While it is an expensive part to the consumer it is one that gives the retailer less profits than the middle class cuts.

Q It is hard to state what you receive per pound ?

A I could give you the different cuts.

Q You do not know what the profit would be that you would make on one carcass of beef ?

A The profit varies at different times of the year. I have had to buy loins this year and pay 16 cents a pound for them, from local butchers, not from the packers. I want to cut a steak off that. For the best of those cuts would cost me actually 20 cents a pound on the scale, and we have to sell that at 22 or 23 cents a pound. We have made 2 or 3 cents a pound on the investment of 20 cents a pound.

Q There is an impression that the price paid to the butcher is altogether out of proportion to the price paid to the farmer

A Remember that IN South Winnipeg they only use one ^{third} part of the carcass. All the butchers in South Winnipeg sell one-third of the carcass at the higher price, and another third at near cost and the other third is sold at an average of 2 1/2 cents a pound less than the carcass average. It is funny to figure out because during the summer season (for ordinarily the rougher ~~cut~~ cuts would net us about 7 1/2 cents) the weather is so hot people have no use for that beef, and there has been a time

when we could not get 3 cents a pound for it, and have been glad to get any price . If it were not for these circumstances the consumer's meat would be brought down to more than one half the present cost. I mean the rough cuts off the best cattle.

Q I would like to know what you say as to this : A farmer sells a prime animal at say, 5, 6 or 7 cents on foot, prime ; another farmer sells a leaner animal at 2 or 3 cents a pound. They say that there is no distinction made and one pays 15 or 20 cents a pound as the case may be for the steak off either one of these animals ; loin is loin ?

A I have never handled that class of cattle ; I have no market for inferior stuff at all. I go to Gordon & Ironside and take what I want out of the cooler

Q You say that you are not connected with any association nor with any other butcher or butchers as to the fixing of the prices ?

A No

Q Do you know of any such arrangements ?

A I just know that there is a retail dealers' association but I do not belong to it

Q I do not want to be unduly inquisitive or go into your private business, but how much capital have you invested in your business ?

A Between five and six thousand dollars.

Q What was the end of your last financial year ?

A The end of December last year.

Q What were your profits in the business for that year to the end of December ?

A My profits in the business were about 3 per cent on the amount of sales.

Q What was the amount of the sales for last year ?

A Last year I had two shops for six months and for the balance I just had one

Q How long would it take you to prepare me a statement ?

A This afternoon

Chairman :

Q You have stated that you buy some of your choicest cuts outside the abattoir ?

A From retail butchers

Q And that you sell part of the balance of the carcass at a very low price ?

A Not of these loins.

Q A part of the carcass of beef outside of the loin you sell cheaper than for 8 cents say ?

A Yes Four cents

Q That butcher that sells you his loins what do you suppose he sells the balance of the carcass for to the surrounding customers outside ? The inferior cuts that are left with the animal after he sells you the loin ?

A I think that he would get about the cost of the carcass for them I have never been intimate with that.

Q You would be lucky if you got 11 cents a pound after you sold the loin ?

A I certainly would

Q In speaking of the price the abattoirs charged you, is their price to you pretty uniform, not as between buyers, but between one end of the year and the other ?

A About January the 1st we were paying 6 1/2 to 7 cents a pound, middle of July 10 cents a pound

Q Do the prices fluctuate to your customers as the prices of the abattoir fluctuate to you ?

A Yes

Q What was the amount of the sales for last year?
 A Last year I had two sales for six months and for the
 balance I just had one.

Q How much would it take you to prepare an agreement?
 A This afternoon.

Chairman:

Q You have stated that you buy some of your chickens from
 outside the market?

A From retail butchers.

Q And that you sell part of the balance of the chickens at a
 very low price?

A Not at these prices.

Q A part of the balance of each outside of the lot you sell
 cheaper than for 3 cents a pair?

A Yes, our yards.

Q That butcher that sells you his lot, what do you suppose he
 sells the balance of the chickens for to the surrounding custom-
 ers outside? The interior cuts that are left with the animal.

after he sells you the lot?

A I think that he would get about the rest of the chickens
 for them. I have never been intimate with that.

Q You would be lucky if you got 11 cents a pair and after you
 sell the lot?

A I certainly would.

Q In speaking of the price the chickens brought, you said
 that you were paying 11 cents, not 12 cents as you said before.

Q And before you said 12 cents and the other?

A About 11 cents (the lot) and 12 cents (the rest).
 That is the price of the lot and the rest.

Q It is the price of the lot and the rest?
 A Yes, that is the price of the lot and the rest.

Q Just before this commission started its enquiry I read that the abattoirs raised the price a quarter of a cent a pound all at the same time, is it true ?

A I do not know. I buy principally from one house in the city.

Mr. Haggart :

Q You have to tender on the 1st of May for the General hospital

A Yes. Will it be necessary for me to give the price ? They send a form of tender to fill out. for the stuff they will require for twelve months. We give them a price for the year.

The beef has to be the very best I sell it to them by the carcass and they have their own cold storage.

Q We have an accountant here and we may ask him to verify your statements ?

A Yes

Q This is for the last year ?

A I will give you both, 1905 and 1906.

WILLIAM A. COULSON, having been duly sworn, deposed as follows to Mr. Haggart : --

Q. You live in Winnipeg ?

Yes

Q And you are the secretary of the Retail Merchants association ?

A Yes

Q And there is a branch of that association called the Butchers' association ?

A It is a section of our association.

Q What is your official capacity there ?

A Handling the different sections of our association. The Retail Butchers is one section.

Q Is the Retail Merchants association an incorporation ?

Q Just before this commission started its inquiry I read that the association raised the price a quarter of a cent a pound all at the same time, is it true?

A I do not know. I buy principally from one house in the city.

MR. Haggart:

Q You have to tender on the 1st of May for the General Hospital?

A Yes. Will it be necessary for me to give the price? They send a form of tender to fill out for the street. They will give me for twelve months. To give them a price for one year.

The best way to be the very best I sell it to him by the case and they have their own cold storage.

Q We have an apartment house and we may ask him to verify your statement? Yes.

Q This is for the last year?

A I will give you 1905 and 1906.

MR. Haggart: WILLIAM A. COULSON, leading poem, duly sworn, reported as follows to Mr. Haggart: --

Q. You live in Chicago? Yes.

Q. And you are the secretary of the Hotel Association?

A. Yes.

Q. And there is a branch of that association called the "Hotel Association"?

A. It is a section of our association.

Q. What is the capital of that association?

A. Nothing but a small amount of money.

Q. Is it a small amount?

A. Yes.

Q. Is it a small amount?

A. Yes.

A It is a part. The incorporated body is the Dominion Retail Merchants' Association of Canada.

Q Are you an officer of that institution ?

A I am representing that body in Winnipeg. I am the secretary of the Retail Merchants association of Western Canada----- that is our title.

Q And the secretary of the Retail Butchers ?

A No, they have their own secretary

Q Who is the secretary ?

A Mr. Lowman. He takes the minutes of the meetings and turn them over to me

Q What are the objects of the Retail Butchers' Association ?

A The protection of trade in the way of credit and other matters.

Q They have no bylaws ?

A Yes, I have a copy.

Q Will you produce them ?

A Yes

Witness produces copy of the Retail Butchers Section's Bylaws.

Q Where are the originals of which this is a copy ?

A That is the original. Oh, yes, there is another copy showing that it is signed by the president. The minutes contain and show that these are the bylaws. The original is contained in the minutes.

Witness produces the Minutes of the Retail Butchers' Section. and I swear positively that these are the

Q Do you attend the meetings ?

A Regularly. The Retail Butchers of Winnipeg are a part of this association ?

A Positively no.

Q And as to the prices that are charged the public, has any action ever been taken by the association ?

A Never brought up. We will not have it there. That is the reason why I attend. It is simply for the collection of debts and local legislation, special legislation, city legislation dominion legislation, and such as buying in quantities, the different sections together, such as buying paper. A dozen or so butchers will want meat slicers. I will pay for them and distribute them. Anything that will tend to reduce expense. It is practically securing an agency and forfeiting the agent's commission to the retailer.

Q You say that the question of the price of meats is never brought ?

A Never.

Chairman :

Q Why not the price of meat ?

A It is there to protect itself by not raising prices.

Mr. Haggart :

Q If some butcher is making a cut, if he should advertise the cut in price, would not some action be taken by the association

A No, we take no action whatever on any kind of price

Q There is nothing in these bylaws with reference to prices ?

A No

Q From your position as secretary do you know of any understanding between the different members of the association outside of the bylaws, that the prices shall not be less than a certain sum ?

A I know of none and I know positively that there is none.

Q If there is any combine or trust in this business it does not exist among the retail butchers of Winnipeg who belong to this association ?

A Positively no.

Q And as to the prices that are charged the public, how are they

action ever been taken by the association?

A Never brought up. We will not have it done. What is the

reason why I stand. It is simply for the collection of debts

and local legislation, special legislation, city legislation

national legislation, and such as buying in quantities, and

different sections together, such as buying paper. I have seen

business will want more officers. I will not for them and dis-

tribute them. Anything that will tend to reduce expenses. It

practically securing an agency and forfeiting the agent's

commission to the retailer.

Q You say that the question of the price of meat is never

brought?

A Never. It is not brought.

Chairman:

Q Why not the price of meat?

A It is more to protect itself by not raising prices.

Mr. Bennett:

Q If some butcher is making a cut, it is should advertise the

cut in price, would not some action be taken by the association

A No, we take no action whatever on any kind of price

Q You say nothing in these bylaws with reference to prices?

A No, nothing at all.

Q From your position as secretary do you know of any butcher

and among the different members of the association outside

of the bylaws, what disposition will not be taken then a committee

and T

Q I have to say that I have not heard of any

Q It is true that the association is not in the business of

and other things that will tend to reduce expenses. It

is not in the business of

and other things that will tend to reduce expenses. It

Q You know that as a fact ?

A I know that as a fact.

Q If such exists it is in some other part of the trade ?

A It is certainly not in the retail trade.

Q You attend all the meetings ?

A I think I have missed one

Q Do you know much about the butchers' trade technically yourself ?

A I cannot say that I do

Q You never were engaged in the business ?

A My people were.

GEORGE MOODY, having been duly sworn, deposed as follows
TO MR. HAGGART : --

Q You are a butcher doing business on Main street ?

A Yes, I have been in that business, in that building about two and a half years.

Q You run just one shop ?

A Just one

Q You are a member of the Retail Butchers association ?

A Yes

Q You heard what the last witness said that there was no understanding or agreement as to the fixing of prices ?

A I know that there is no understanding among the retail butchers to fix prices

Q How do you fix prices ?

A I fix it according to the price I have to pay the wholesale.

Q So that it will realize you a certain profit ?

A Yes, but it sometimes does not.

Q You have to account for bad debts ?

A I have a lot to account for

Q And they cut into your profits ?

A They did when I was young at the business, but I do a strictly cash business now.

Q From whom do you buy your meats ?

A Mostly Gordon & Ironside.

Q You have to pay them their price ? A Yes

Q You do not buy anything from any other abattoir men ?

A Oh, yes, quite a bit.

Q You buy the staples from Gordon & Ironside ?

A When I want anything I always buy from Gordon & Ironside, when I see that I really need it round the shop. But if any other abattoir man comes along and offers a bargain I take it

Q How do you find the prices charged by the different abattoir men, fairly uniform ?

A For first class stuff prices are very uniform, but for inferior stuff they vary.

Q One is perhaps a little over-stocked ?

A Yes. That is one reason why. Probably they buy it cheaper

Q What was the end of your last financial year ?

A The last of the year

Q What was your turn over ?

A Between \$3500 and \$4000 a month.

You do not know what the total turn over was for the year ?

A It runs somewhere in the neighbourhood of Fort thousand dollars.

Q Do you sell some vegetables ? A Yes

Q But meat is the bulk of your business ?

A Yes. Vegetables, butter and eggs. I do not go into it altogether. I keep them for the convenience of my customers.

Q What is your profit ?

A I cannot just tell you at the moment

Q Give me an idea ?

A I cannot very well without books. I lost quite a bit at the beginning by bad debts.

Q You tried to make up since ?

A Yes

Q Did you ever have a statement of the result of the year's business prepared ?

A Yes, I have a statement

Q Will you let me have a copy of it

A Yes, do you mean my turn-over, etc ?

Q Turn-over, profits, loss, expenses---results of the year's business ?

A Yes

Q You know of no combine or arrangement to keep up the prices or to fix the prices ?

A No

Q And what is your opinion as to there being one among the wholesalers ?

A I cannot very well pass an opinion on that. I do not know how the abattoirs buy from the stock yards. I do not know how they get their stuff.

Q Do you ever get stuff at any place other than the abattoirs?

A I buy nearly all my veal from the farmers

Q What do you say as to farmers' beef compared with abattoir beef ?

A I would rather pay a cent a pound more for the abattoir beef. You cannot cut farmers' beef to advantage. They have not got the places for killing beef. Another thing about the farmers they do not quarter it right.

Q These are all drawbacks ?

Q What is your profit?

A I cannot just tell you at the moment.

Q Give me an idea?

A I cannot say very well without books. I lost quite a lot at the beginning by bad debts.

Q You tried to make up since?

Q Did you ever have a statement of the result of the year?

business prepared?

A Yes, I have a statement.

Will you let me have a copy of it?

A Yes, do you want my turn-over, etc?

Q Turn-over, profits, loss, expenses--statement of the year's business?

Q I am not of an ordinary arrangement to keep up the books.

A No.

Q And that is your opinion as to having being one thing or another?

whichever?

A I cannot very well give an opinion on that. I do not know how the accounts are from the stock books. I do not know how they are kept.

Q Do you not keep at any place other than the warehouse?

A I do not keep any stock from the warehouse.

Q And you say as to the warehouse, that is all the stock that is there?

A I do not know.

Q I will mention you a little more about the warehouse.

Q And the warehouse is in the same place as the warehouse?

Q And the warehouse is in the same place as the warehouse?

Q And the warehouse is in the same place as the warehouse?

Q And the warehouse is in the same place as the warehouse?

A Yes, and there are very few farmers who bring in their stuff clean.

Q You never buy live meat ?

A Sometimes I do and I send it to the abattoir to get it killed. That is quite satisfactory.

Q You can buy it cheaper that way than through the abattoir men ?

A Sometimes get a snap. Not very often. Farmers know pretty well the price of stuff.

Q You do not do them up very often ?

A I do not go at them to do them up. He is sometimes better able to look after his own side than we are.

Q You never buy a car load of stuff ? A No

Q If there is a combine and you are not a party it would be against your interests ? A Yes

Q Can you give us any information that would assist the commissioners ; anything that you think should be redressed in the meat business ?

A I have been comparing the price of meat here with the prices in the east. The prices here are practically the same. There is very little difference. The only thing in which I find a difference is mutton. They have been paying 10 cents, the Toronto butchers told me they pay that by the carcass. Here we pay 12 1/2 and 15 cents a pound. Nearly all the mutton is imported from the east and west. There is not nearly enough mutton in this country to supply the demand, so they if ~~we~~ have to ship it, and it costs a lot to ship it and it is very dear all over the country.

Q You say the prices in Ontario are the same, do you refer to the wholesale or retail ?

A Retail.

Q . And how about the wholesale ?

A Top stuff down there is as dear as here if not a little dearer. That is first class beef I am talking about.

Q You are down on the corner of Henry avenue and Main street ?

A Yes

Q Your customers are not in the same class as Charrest's and Coates' ?

A Altogether different

Q They say one of the causes of the dearness of roasts is that their customers require the best and that they have great difficulty in getting rid of the coarser part ?

A The first year I was down there I had no difficulty in getting rid of my rough cuts. But the trade seems to be changing I know my trade is altogether different from what it was then. I have to buy hind quarters. Now I do not send my loins to Charrest & Bartram like I used to.

Q The business then is cleaner and more satisfactory when you sell the rough parts ?

A That is the only way you can make money. You cannot make money selling only the good stuff. You have got to sell it. There is always a demand for the good stuff.

Chairman :

Q These large dealers in their relations to the buyers send out circulars saying the price they will pay ; is there any system whereby the retail men communicate with you as to the prices at different times you can buy from them ?

A The only way we have of finding out is to go to the telephone.

Q You say that there is no money in selling the choice cuts ?

A. The profit is in the rough cuts. X

X Q The retailers have told us that they have to sell their

Q And how about the wholesale?

A Top stuff down there is as dear as here if not a little

dearer. That is first class best I am talking about.

Q You are down on the corner of Henry Avenue and Main Street?

A Yes.

Q Your customers are not in the same class as Christy's are

customers?

A Altogether different.

Q They are one of the causes of the decrease of volume is

that their customers require the best and that they have more

difficulty in getting rid of the corner part?

A The first year I was down there I had no difficulty in

getting rid of my rough ends. But the trade seems to be

ing. I know my trade is altogether different from that of

them. I have to buy high quality. I do not send my lot

to Christy & Hartman like I used to.

Q The business then is cleaner and more satisfactory when you

sell the rough part?

A That is the only way you can make money. You cannot make

money selling only the good stuff. You have got to sell it.

There is always a demand for the good stuff.

Q And you are satisfied with your business?

A These things depend on your position in the market and

the situation saying the price will pay; as there are

times when the retail man will not buy the rough part.

Q And you are satisfied with your business?

A The only way to have of trading is to go to the

market.

Q The only way to have of trading is to go to the

market.

Q The only way to have of trading is to go to the

choice cuts because their whole profit is on them and they have to sacrifice their rough cuts ; how do you reconcile that ?
Your evidence is different ?

A I am in a different position. My trade is in the north end and they are a poorer class of people They cannot afford to use the expensive cuts. But I believe that the trade is changing around. The people now want more good cuts. I have to buy extra good cuts now

Q What would be the average price that you would sell a carcass for ? Estimating the prices at which you retail it at ?

A If I bought a carcass of meat at 8 cents a pound I would sell it at 9 cents

Q How much would you sell at less than 8 cents a pound ?

A Necks, franks, shanks.

Q Would the whole carcass less the loins average 11 cents a pound ?

A No.

Mr Middleton :

Q Can you explain how it is that you do business ?

A I do a cash business, with the exception of a few hotels' weekly accounts. Restaurants pay cash I keep no books.

Q Would not that system save the butchers a lot of expense and trouble ?

A Yes, that is the only way to do business from my experience within the last year

Q It is odd for customers of the better class having to pay cash ?

A If they have to they do

Mr. Haggart :

Q You attend the meetings of the retail butchers association ?

A I attend some of them.

Q I find in the minutes of the association an entry with regard to a public abattoir, you have been touching upon that ; it has been discussed ?

A yes, it has been discussed.

Chairman :

Q Did you read Mr Lauzon's evidence ?

A Yes

Q He proposes a municipal abattoir union stock yards and a public market. How would that affect your business ? Suppose you could buy any class of cattle, and there were regular scheduled stock trains, public slaughter-houses, etc ?

A I have seen it worked.

Q Kindly give us briefly your opinion on it ?

A I have shipped cattle to Montreal for two or three years from Perth and ~~Kem~~Kemptville. We used to unload cattle at the C.P.R.yards, stock yards. And feed them over Sunday. Drive them on Monday morning to a pen in the public stock yards and sell them one by one and when a butcher bought it he had it killed for I think 50 cents, and he took everything away with him As far as I am concerned conditions here would be improved, but I do not see how it would improve the majority of the butchers.

Q You went with cattle to sell ?

A Yes

Q Did you find that it was a sort of safety valve from any combination of men ?

A Well, if we could not sell we would hold them over until the next market day

Mr. Haggart : You discussed among yourself as retail butchers the advantages of having public abattoirs ?

A Yes

Q You must have recognized the affect that the present abattoir men had some advantage that they should not have ?

A. The butchers as a whole did.

Q That the present abattoir men had a cinch ?

A Yes.

Q. At meetings held by the Retail Butchers' section the following motions were passed : —

" Winnipeg, Feby 25 1907

"After considerable discussion regarding the price of livestock and the prices charged us by the abbatoir it was moved by Mr. Todd, seconded by Mr. Moodie that this association petition the council to build an abattoir for the advantage of this section of this Association to relieve us from the present disadvantage which we are under in being compelled practically to deal with the local abattoirs and to have all meats properly inspected.

"Carried."

" Winnipeg, April 9, 1907

"The Abattoir Committee reported that they had heard from Montreal in effect that the Montreal Abattoirs were owned exclusively by private parties and not by the City, but that the City of Montreal, has a bylaw in force which controlled the Abattoirs, not as we were informed by Mr. Moody that the City owned and controlled them and not having heard from the Old Country the report of progress was made."

No later than April the 9th this year your abattoir committee reported that it had heard from Montreal to the above effect. According^{to} this the inference would be that they are owned by private parties controlled by the city. At another meeting it was moved that the association petition the council for relief from the present disadvantage. You were suffering under some disadvantage ?

A They did as a whole as I said before. There was no particular one.

Q You were really obliged to buy the bulk of your stock from the present abattoirs for such prices as they like to charge ?

A I would not like to answer

Q Did it appear to you and the other butchers that there was really no ~~combination~~ competition between the present abattoir men ?

A No it did not appear

Q What was the result you were to get ?

A There was considerable discussion in our meetings with regard to the Jews, you understand, and some of the butchers objected. One Jew was selling his stuff a little cheaper at what one person else was selling. This Jew was killing his beef at an abattoir to which some of the Jews objected. I do not know their whole objections.

Q. Was it on account of sanitary conditions ?

A Oh, no. Some of these fellows objected to buying from him on that reason. I asked them was it reasonable that because a man killed his stuff at a certain abattoir and brought it out in just as good shape, was it reasonable if you could get it one cent cheaper. The only way, I said, was to get a public abattoir. I think it was inferior beef he sold one cent a pound cheaper.

Q What objection had they to this abattoir ? Did they not want him to make money nor to do business ?

A There was an abattoir in town here that was going into the retail business, and they were selling stuff cheaper than what the retail merchants thought was right. I suppose they thought that in dealing with the Jew they were helping the abattoir out too.

Q There was some feeling between the butchers and these abattoir men with retail stores ?

A Yes, they would not buy from him, this Jew was killing at his place.

Q Does not that savour of a boycott ? A No

Q You were willing to let the Jew kill where he liked ?

A Yes

Q But the balance of them wanted to punish him ?

A No, it was just a discussion between two or three of us

Q It was not a solemn deliberation between butchers in council ?

A No, but I brought the motion up and explained that that was the only way they could get from buying from the Jew.

Q You thought a public abattoir would be the proper thing ?

A Yes

Q Is the Montreal abattoir owned by a private corporation and controlled by city bylaws ?

Mr. Coulson : Yes.

Q Since you took part in that discussion and moved or seconded these resolutions what was the nature of this public abattoir that was advocated ?

A I explained the reason

Q But as to the kind of abattoir established by the government or the city ?

A I did not have any in my mind, no particular kind, I just mentioned a public abattoir.

Q I think these present abattoirs are open to the public ?

A They are not controlled by the city

Q Then what civic legislation or legislation by the local house here would you recommend with reference to the abattoirs ?

A I do not think I am posted well enough to pass an opinion.

Q Would it be fair for the city, for the government, or for the public to enter into competition with these wholesalers in a business of that kind ?

A If the scope was large enough I should think it would be. I do not know whether it is.

Q These men have to make a certain profit, would it be fair for the government or the city to enter into a business of that kind ?

A It is a little bit too big for me.

Chairman :

Q An abattoir not to go into competition but to relieve the situation ?

A I have not thought it out. We just got into that discussion and I told them what would relieve the situation that they were kicking about.

Mr. Haggart :

Q Mr. Lauzon does retail as well as wholesale ? A Yes

Q He told us he was fined ~~for~~ every week and was suffering great hardships ?

A I do not know anything about the man.

Q As to the value of meat killed at a well regulated abattoir would it be of the same value as that killed at an ordinary slaughter-house ?

A I would rather pay a ~~quarter~~ of a cent a pound more to have it chilled properly, etc.

Q Does the inspector call on you ?

A Yes, he comes in and looks round and walks out again.

I suppose he is looking for unsanitary meat.

Q Would it not be better to have an inspector present during the killing ?

A They would have to get different inspectors.

Q Where an animal has been killed and there has been a tumour cut off, nobody knows anything about it ? Should meat like that be passed in that way ?

A I do not know the effect it would have on the beef

Q Do you not think that it would be a good thing for an inspector to be at the killing ?

A That is the place to detect any disease

Q Any person can detect tainted meat ?

A Yes, that is what the inspectors are for

Q And if there was any original defect in the meat they are no good ?

A Yes

Q You would recommend a better inspection for your own interests and that of the general public ?

A I do not believe that they would kill beef that was not fit for consumption.

Q The public going into the shop: would it not be to the benefit of the shop for the public to know that no wrong meat could go into that shop, even though it should add to the price of it ?

A Yes, but I do not see how it would add to the price of it

Chairman :

Q The minutes of the Retail Butchers' section of February the 25th., state that these men are obliged to buy from the abattoir men. A certain Jew was slaughtering at a certain abattoir and he was selling meat at a cent a pound less than the abattoir men would sell and the abattoir men said do not sell to that Jew ?

Mr. Haggart : This Jew was slaughtering at an abattoir that was non persona grata to the retail men. These abattoir men had certain retail stores in the city. They said "We will not

buy from you because you are getting from an abattoir that we object to. "

A We objected to buying from this particular Jew. I said I would not buy from him and they would not, although he said he would sell cheaper, and I said that the only way to relieve the situation was to have a public abattoir.

Q You considered that it was in the interests of the retailers not to encourage the wholesalers in injuring your business or in interfering with your business ?

A Otherwise I would not have talked the way I did

PETER COUTURE, having been duly sworn, deposed as follows
TO MR. HAGGART : --

Q You are doing business in Winnipeg ?

A yes, at 373 McDermot avenue.

Q And you have been doing business for years in Winnipeg ?

A Yes

Q For how long ?

A About 9 years, I guess about that

Q Where do you buy your meat ?

A From all the abattoirs and from the farmers, some it.

Q The live meat you buy from the farmers ?

A Very seldom buy anything on foot, it is chiefly dead meat, calves, lamb, mutton, pigs, sometimes mostly dressed. I do not believe I have had a bullock of beef from a farmer for quite a while back. While I was in St. Boniface, I had my own slaughter-house, but not since in this city.

Q Why did you give up buying live meat ?

A It took so much time to run out into the country.

Q You do a pretty large business ?

A Not very large

Q What is your turn-over, month or year ?

A Turn-over \$4000 a month.

Q You turn over about \$50,000 in a year ?

A Hardly that. It is quieter in the winter time.

Q Do you make a statement of your business at the end of the year?

A No, we are always in the ~~x~~ hole. We do not keep books the way they should be kept. We just make rough statements.

Q Have you a partner in the business ? A No

Q You have to pay the abattoirs the prices they ask ?

A Yes

Q How do they fix prices ?

A Travellers come round or I telephone.

Q Do you fix the price the abattoir sells to you ?

A No

Q The hotel men and boarding houses and people that get large quantities get a cut ? A Yes

Q Do you make these prices after the matter with the other butchers ?

A No, when meat goes up every butcher starts to rise.

Q What sends it up ?

A The price we pay

Q They can make or lower the price here at their own sweet will ?

A I suppose ; they do not ask me.

Q Even when cattle are cheap in the country they may raise the price in the city ?

A I do not think they would.

Q Is there anything to prevent them ? A No

Q Do you think that there is any combine among these men ?

A I would not like to say. I do not know. I am not mixed up with them.

Q If there was it would hurt you ?

A I hear complaints from the farmers.

Q You never complained that they got a little more rake-off from the retail butchers than was necessary ?

A I might have, but not publicly, I don't think.

AT THIS STAGE OF THE PROCEEDINGS the Commissioners adjourned until the following morning, Wednesday, August the Fourteenth, 1907, when the enquiry was resumed.

WILLIAM COATES recalled

TO MR. HAGGART : --

Q. You have made up a statement of the results of your business for last year ending at what date ?

A The 31st day of December 1906. That, of course, is the statement of the one store on Portage avenue. For six months of last year from January the 1st to June the 30th., I had a store also on Osborne street I sold that on the 1st of July. I have given you the statement of the one store. I will bring the statement of the other store if needed. This is the principal store.

Q Did you make this up yourself Mr. Coates ? A Yes

Q You are more or less of a bookkeeper yourself ? A Yes

Q And in that store for that year you had a turn over of Twenty-five thousand odd dollars ?

A These are the purchases for the year.

Q And those purchases realized \$31,360 ? A Yes

Q So that when you take out the expenses (general), stable expenses, rent, heat, salaries, there was left only a profit of \$884.54?

A Yes, that is without my own account of \$1200 a year, \$100 a month, salary and merchandize.

Mr. Coate's financial statement produced and marked as Exhibit "B".

Q You will also give Mr. Wilkes facilities for verifying that ?

A Oh, certainly

Chairman :

Q What would the stock at this period compare with the stock at the time it closed ?

A Hundred dollars less.

Q Why ?

A It was simply a matter of making a display in the shop at Christmas. We let them hang. This year we started to cut them up right away

Mr. Haggart :

Q That shows a profit of 2 per cent ?

A A profit of 2.70 per cent. There was more capital in in 1905 than in 1906, because we disposed of one store and consequently drew it out.

Q You have been very frank in giving us a statement of your business. We only want what is pertinent to the enquiry.

Have you been thinking over anything in your business that bears hardly upon you ; is there anything that you think ought to be redressed ?

A I cannot think of anything just now.

Q You are not making excessive profits ? A No

Q You are practically making a living ?

A Just making a living ; I believe I can make just as much or a little more on salary

Q What is it that prevents you from making more ?

A In my particular case it is not being able to get good prices for the rougher cuts of meats. THE CHAIRMAN :

Q Does this item include \$500 ?

A \$500 cash and the rest deducted from the profits as merchandize.

Mr. Haggart :

Q You say that you cannot dispose of the rougher portion of the meats to the same advantage ? A Yes

Q I suppose if the abattoir men would sell to you cheaper it would give you a better chance ?

A We have to pay their price as stipulated

Q You do not know whether they are fair ?

A I think the beef is about as fair as it can be put to the local trade. I think the price of the beef is not too great.

Q You are pretty familiar with all branches of the business ?

A Yes

Q And you know the charges that are made against the meat business, the charge are against a trust or combine ?

A Personally I do not think it exists at all.

Q If it exists it would be bad for you in your business ?

A It would.

Q You would be really working for some others ?

A To some extent in the interests of the packers if they were in a combine of that kind.

Chairman :

Q You have 2.70 % net profits. I made it 3.40 per cent ?

A I make it on the sales. I always figure on sales.

Q The percentage of profit you get is on the price you get ?

A Most decidedly.

Q You really make 8 per cent or 3 per cent more profit than Charrest & Bantam ? Do I understand that you either in produce or cash drew from your business \$1200 over and above this \$884 ?

A No, it would be the difference between the \$500 and the \$1200. The produce is deducted from the profits of the Merchandize account. Personally in speaking on profits, on turn over I figure on the total amount of the sales. The profit remains just the same no matter how you figure.

JOHN GUEST, having been duly sworn, deposed as follows
TO MR. HAGGART : --

Q You are the manager of the meat department of the T. Eaton company in this city ?

A Yes

Q How long have you been the manager ?

A Just a little over a year in Winnipeg

Q You commenced the meat business here for them ?

A In Winnipeg, no.

Q You have had a year's experience there ?

A Yes

Q Do you come from Toronto ?

A Yes, and took charge of that department

Q Where do you procure your meats ?

A From the abattoirs principally

Q Any particular one ?

A Two mostly. We have a few from the whole.

Q Which two ?

A Gordon & Ironside and J.Y.Griffin

Q Do you buy live meat ? A No

Q And I suppose you try to buy as cheap as you can ?

A Yes. That is our object ; we are buying in large quantities

Q And I suppose in buying in large quantities you get cuts in prices that the smaller purchaser cannot get ?

A Sometimes we do and sometimes we do not think we do.

We never make enquiries as to what the others pay for meat.

Q You do not make enquiries as to what other people pay ?

A No

Q You buy a large quantity ? A Yes

Q And it is delivered to you from day to day ?

A Yes, whatever we want

Q Have you any written contract with them as to the price you shall give ? A No

Q No agreement ? A No

Q Is there an arrangement as to the price for the better class of meat from time to time ?

A We do not buy anything but the very best meat. I go down to the abattoirs myself and pick out what I want They ask me a price and if I think it is high I tell them so.. If I approve of it I buy.

Q That refers to all kinds of meats ? A Yes

Q And you pay from day to day ?

A Monthly account, 15 or ~~30~~ 30 days.

Q You get your account at the end of the month and you send them a cheque ? A Yes

Q What is the amount of your turn-over in a month ?

A For the last three months we have been doing about \$2200 a week. Before that it was not quite so much.

Q Your business is increasing ?

A Yes

Q How do you regulate your price to the consumer ?

A We generally cut it up and average it on a percentage on the bullock.

Q What percentage do you consider a fair profit ?

A We have been trying to make 22 per cent but it has been impossible to do it this summer. We could not make it.

Q You aim to sell cheaper than the ordinary butchers ?

A We do. On some cuts we do.

Q The cuts you sell at the same prices as the ordinary butchers are the choice cuts ?

A yes, there is no room to make any cut there I am sorry to say

Q Is not 22 % high ?

A Not when you take 20 per cent to pay expenses. Take the delivery, paper, men, heat, light and everything else into consideration.

Q You would only have after paying salaries, etc., how much, 2%?

A About 2 per cent profit. That is all and we have not had that within the last six months.

Q Now, when these retail butchers here show us that they have a gross profit of from 20 to 25 per cent, then you would say that that was not much more than a fairly profitable living charge for meat over and above the cost ?

A No, it is not too much.

Q You are a butcher by trade ?

A Yes, not slaughtering, my work is all counter work.

Q You know how to cut up meat to the most profit ?

A There is a good deal in that. If you have not a lot of men who can save there they are not so valuable as yourself.

Q You do about twice the trade of any other retail butcher in Winnipeg ?

A I do not know.

Q Twenty-two hundred dollars a week is about \$100,000 a year, and a turn over of 22 per cent on that is not excessive profit?

A No

Q It would not pay you to sell for less ? A No

Q Then the butcher business is not the most profitable business of your department store ?

A It is not

Q I suppose it is kept more for the convenience of your customers than for the money that is in it ?

A Yes, they do not pretend to make much money. We find that we have a great deal of trouble in getting rid of the coarser cuts. We buy twelve cattle and we have to buy 18 to 20 hind quarters, and we therefore cannot make too much profit on them.

Q What is the difference between the front and the hind quarters ?

A We pay 8 cents a pound for the fore quarter and 10 cents for the hind, 2 cents difference. There are 2 cents difference each way. For the carcass we pay 8 cents a pound. Hind quarter 10 cents a pound. Fore quarter alone 6 cents a pound. I have not bought any fore-quarters alone.

Q What becomes of these fronts ? How are the rougher parts got rid of ~~the~~ by the abattoir men ?

A I believe in Winnipeg they have an outlet in the many Galicians, Jews, etc, who buy rough chuck meat.

Q You are in business communication with these abattoir men all the time ?

A Yes

Q They fix the prices ?

A I do not know as to that. Sometimes we can buy cheaper at one than at another. We have to buy from them.

Q You do not propose to establish an abattoir of your own ?

A Not up to date

Q That is the only source ?

A Yes. I am not prepared to buy from the farmers. They never kill their best cattle in the first place. And then they do not handle the meat right in the second place. It is not cut up right and it does not keep as well. We buy hogs, calves and lambs from the farmers.

Q There is nothing to prevent the abattoir men from charging whatever price they like to butchers doing such a business as you are doing ?

A If I find one is too high I do not have to buy. I go to another. He has to sell to you next week or cut down his price

Q Does it appear to you that there is an understanding among them as to fixing prices ?

A I can safely say that I never thought that there was a combine. I find that they are all keenly after our trade. There must be a fair competition between them? I found that ever since I came to Winnipeg

Q With all your experience of being manager of that large meat business you should understand it pretty well. It is charged by the public and by the newspapers that the price at which the producer sells is altogether disproportionate to the price you have to pay?

A The only suggestion is for Richardson to come behind the counter and let him sell it if he will. I mean to say that if you cut up a front quarter of beef one customer will be willing to take nothing but a rib roast. You will have a hard time to get rid of the rest. Shoulder roasts and chuck roasts are a good deal the heaviest and we have to let them go cheaper to get rid of it.

Q Practically at cost ?

A Yes, and sometimes less than at cost.

Q And it is an advertisement, sometimes you sell them at cost instead of paying for printer's ink, it is an advertisement ?

A Yes

Q So you think that the cost of meat to the consumer is not unreasonable ?

A I do not think it is unreasonable. In fact I think our prices are a good deal cheaper than in some cities. in the States. You cannot get a porter house steak under 28 cents or 30 cents and they will not trim it. We trim it.

Q What is their price on foot ?

A I do not know, but they are paying 9 1/4 same as we were paying for the carcass. They were also getting 18 cents for rib roasts. We can only get 15 and 16 cents a pound

Q You came from Toronto ?

A Yes

Q How do the Toronto retail prices compare with here ?

A I think just now they are just about the same. We were a little lower a month ago in steak and so on ; now we are on the same footing.

Q Do you know how cattle on foot compare in Toronto and Winnipeg ?

A No, I have not followed that up.

Q It has been suggested to us by cattle dealers that if there was a public abattoir here it might control these abattoir men, if they were inclined to be a little greedy, have you ever thought of that ?

A I do not think that it would suit me. I presume that if I went out to buy a carload of cattle I would have to take the good and bad together. I would have no difficulty in taking

out the choice stuff. As it is I am to pick out the very best and have no trouble.

Q It is advantageous to the retailer to be able to sort up his purchases ?

A Yes, there is no substitute for the abattoir in that respect. They have no public abattoir in ~~Montreal~~ Toronto.

The butchers there deal as they do here. There are a great many more smaller houses than there are here, just a little outside. They deal there the same way as we do here. The conditions are practically the same as they are here. Only more abattoirs and some smaller ones.

Q And I suppose you have shippers from outside towns ?

A Yes, farmers come in 3 times a week with beef and pork.

Butchers very seldom buy from the farmers even round Toronto.

Q The city of Toronto does not operate an abattoir ?

A No. But a man can take animals down to the abattoir and have them killed the same as here.

Q Do you know of any agreement, arrangement or understanding between the retailers as to price they should charge for any class of meat ?

A No

Q And you do not know of any arrangement between the abattoir men ?

A No I have always found the abattoir men fair.

Q You do not know anything about buying cattle ?

A No, I have never had anything to do with^{it} at all

Q You know the object of this enquiry ?

A Yes

Q It is to find out if there is something which prevents the consumer from getting his beef cheap. Can you give us any pointers ?

A Simply get the people educated to buy fore quarter beef.

Chairman :

Q A butcher told us yesterday he makes his profits on rough cuts ?

A Then he has a trade for that which carries it off. There are probably only two of those butchers that carry off the rough cuts.

Q I met a gentleman yesterday. He said there was quite a spread between the prices to the consumer here and in Toronto at the present time.

A I cannot say what prices they are charging there at the present time. I see by the papers occasionally that they are charging 15 or 16 cents a pound for round, 20 cents a pound for sirloin. This was a month ago, and 24 cents a pound for porter-house, and shoulder roast 16 cents a pound. It may be lower now.

Q Is there any proposition by the T:Eaton company to build an abattoir here?

A I have never heard of anything of that kind

Mr. Haggart :

Q You have heard of the combination of the city abattoirs, would it benefit your business ?

A No. I prefer buying at the abattoir where I can pick out my stuff. There are no badly bruised cattle there. You might get one or two of those in a car which you could not sell for 2 cents a pound. The abattoir men have to sell that the best way they can.

Q The inspector calls round to see you occasionally ?

A Yes

Q He is looking for tainted meat I suppose ?

A Yes

Q Is it not far more important to have an inspector present at the time the beast is being killed ?

A Yes, they have them in the large abattoirs in the States

Q That is, men who can detect disease ? A Yes

Q Would it not be a very good thing from an administrative point of view to have an inspection of all animals, to have the certificate of such inspector to accompany every carcass ?

A Yes

Q And people would willingly pay a trifle or fraction more to have it warranted ?

A Yes, not only that it would satisfy the public mind that everything that was killed was pure and healthy.

Q The Jews have an expert of that kind ?

A Yes, he examines them when they are knocked down.

Q You think that that would be a good idea ?

A I think so.

Mr. Middleton :

Q Explain a little more this objection to the public abattoir ; Your objection is that you do not want to take a chance on damaged cattle ?

A I think myself that it would make the price of meat higher still if we had to take chances on that.

Q If you buy cattle direct from the producer and get it slaughtered at the abattoir could you not sell cheaper ?

A No, I do not think I would. Not if I had to take a car load just as it was and no farmer will allow you to pick out his best cattle.

Q If you had a public market you would not have to buy a full car load ?

A I have not thought of a public market. For my part I am perfectly satisfied with the conditions for buying now.

HENRY A. MULLINS, having been duly sworn, deposed as follows

TO MR. HAGGART : --

Q You are a cattle dealer residing in Winnipeg ?

A I am.

Q Just explain briefly to the commissioners the nature and character of the business you carry on ?

A For the last 30 years I have been in the cattle trade. Up to ~~For~~ the last 3 or 4 years I was buying and exporting. For the last few years I have been inaugurating a commission business, the first in the west. I saw an opening. Farmers and many others asked for a commission house to start, and I dropped buying. I could not do both. I could not hold up the market and be a buyer. If I was ~~was~~ a buyer I could not work in the interests of the consignor. From the first year we had encouragement. Last year I handled between 14,000 and 15,000 for the Knight Sugar company, Raymond, Alta., Spencer, ~~Wx~~ New Waldron, Medicine Hat Ranching company, Huckvale & Hopper, Medicine Hat, C. Macarthur, Raymond, Elldridge Brothers, ranchers, Salt Lake City, Utah, they have a ranch in Alberta. Their business was handled entirely satisfactory. I always advised if a man could get a fair price always to sell here. If he could not make a fair price I could put them through as cheap as I would for myself, though not quite as cheap as Gordon & Ironside, because they have their own yards.

I have to pay \$20 a ton for hay to the C.P.R. as against their buying hay for \$7 a ton. If cattle have to remain in Montreal any length of time it is quite a little item.

Another reason why I advise them to sell is because it is a long passage and you have to go against bad weather. Then they have the risk of the markets. I advise them as I would do myself. It is a very risky business.

Some years you are well off and the next year you are not. There are many cattle buyers strewn along the path that are financial wrecks.

Q You buy all over the northwest, the three provinces ?

A Not for the last three years

Q You ask for consignments on commission from the three provinces extending to the mountains ?

A Yes

Q And your business is to sell them at the first station of shipment ?

A If I can here satisfactorily ; if not, in Montreal. We take them in from the ranches as far as Winnipeg. I try to sell here if satisfactory to the rancher, but if he wants them to be put through to the British market I do not consign them to one person. I advise him to break the bunch up into two. Send half to one salesman and half to another. These salesmen will keep the expenses down and they will make a better bid and one will try to do better. For instance one salesman made 10 shillings each more a head out of the shipment than the other. He had equal numbers and equal weights. The reason that the other fell was that he held for a few days and the market went against him. The first sold as soon as the cattle arrived in Liverpool.

Q Your business has been purely commission ?

A Yes, in the interests of the ranchers and the west.

Q You have not bought cattle ?

A Yes, a few local cattle in the yards

Q Not from the farmer or rancher ?

A No, a load of cattle or hogs would come in. I have bought them from him when there were no buyers that day.

Q What would you do with these cattle ?

A Sold them to the different abattoirs

Q Tried to make a little on the turn over ?

A Yes, some I do not make anything out of. Just turn them over

Q You bring them in from the west in car loads or in train loads ?

A Train loads. Though I have single cars coming in.

Q In bringing cattle from the Alberta ranches is it not a great inconvenience bringing them in in a few car loads in freight trains ?

A Yes, we do not get as good a run for few cars as would a train, but I try to get the shipper to catch a solid train so that he will get in.

Q Suppose you ship from Macleod, Calgary or Medicine Hat you have to feed by the way ?

A Some times. Sometimes we do not if we get a good train.

I was first manager of the Cochrane ranch, Macleod. We never fed the Cochrane cattle at Moose Jaw. We always came right through to Winnipeg. The Cochrane cattle were wild. We would do them more damage by taking them off than by not feeding them. They would bruise their hips on the sides of the car, they were so wild. I shipped the cattle to be sold in Winnipeg. I advised the directors to so sell them.

Q Then they were sorted here were they not ?

A Yes, we put export cattle in one yard and the butchers in another.

Q Under any circumstances do you take butcher cattle any farther ?

A No. It is the better market for butcher cattle. I sold 220 cows of the Knight Sugar company about 3 days ago. I could not get the same money for them in Toronto. I got 4 cents a pound for them. The knight sugar company sent them to me. And I sold them here in Winnipeg. They were all for local use, all cows. The sale was very satisfactory to the Knight Sugar company.

Q You endeavour to get a train for export cattle ?

A Yes

Q That train may belong to two or more different parties ?

A Yes. If I have a train for two or three men from the west I make up the train here, but in doing so I mark the cattle in the shutes. Supposing one man sends two cars from Macleod, two from Calgary, two from Medicine Hat. I pass them through the shutes and I put a hair mark on the shoulder of each man's cattle. Then if one ships cows he gets cows. But I have seen cattle going through indiscriminately. They do not know brands in England, but they do a scissor mark or hair brand.

Q Supposing you have cattle of three or four different consignors, they are all mixed up together ?

A I send a line saying Jones' cattle marked with an "M" Smith's marked with a "V". We send these lists to the salesmen and then they pick them out by these marks.

Q These salesmen are commission men like yours^{self} ?

A Yes

Q You send through to them ?

A Yes

Q And you get your returns as to the disposition of the cattle from them ?

A Yes, each consignment separately from each man. So much cattle off ss. Athenian shipped by me on account of shipper from west sold on his account. I check the statement over to that the expenses are proper. Each bunch of cattle is sold by itself. Each individual consignor's statement is made up for him pro rata, freight, etc.

Q You charge them \$5 a car with the actual expenses incurred along the route ?

A Yes

Q And you say that this seems to be a satisfactory business ?

A Yes, because I am not in with any salesman in England. I tell them in my circulars that they can ship their cattle to him if they like. I am not representing any one man. I am not representing any one firm. There are twenty salesmen in Liverpool, London and Glasgow.

Q You have practically lost control of them by that time ?

A How ?

Q /You are altogether in the hands of these salesmen in Liverpool ?

A Yes, the same as the Knight Sugar company were to me.

Q And if a man there should not be honest or should be a little greedy your patrons would suffer ?

A Yes

Q You have no remedy?

A No, nor any other man. That is the reason why I tell them to sell in transit.

Q Your business is to procure cars for the transport, see that they are properly cared for and to secure ocean space ?

A Yes. I have a wire from J.Y. Attwood, Russell, Man., he wants 51 spaces for the middle of September to Glasgow. I take the space from the steamship company in Montreal.

Q Do they peddle it out that way. I thought steamship companies get somebody to take all the space ?

A No, I can book 17 spaces, any space I want, on any boat.

Not less than a car load, because it would not pay you:

They will let you any space you want down there, but sometimes by contracting for vessel you can take a boat full at so much less. Suppose she takes 600 head of cattle you can take them at 2/6d (two shillings and sixpence) less, practically 60 cents each less.

Q And sometimes you find a man in the same business as yourself has bought up all the space ?

A Yes, they have contracted all the September space, but when September comes they have to buy cattle to fill that space at a big price. On the other hand if they get that space and there is no other space available they ~~get~~ can buy the cattle.

Q Suppose it is all bought up, and you with 100 cattle in Montreal, you would be at the mercy of these men with the space ?

A Well, there are plenty of boats in Boston, Mass., and if not in Boston we can go to Portland, Ore. Once I found all the Montreal space taken and I took Boston space at 5/- (five shillings) less.

There is no greater gambling business than this. Some of the space brokers will take a line of space and re-let that space to shippers. That this point I may say that I have never made a dollar out of ocean space in my life. When I have re-let to the rancher there has been an understanding that they were to have the benefit of the re-letting. I am \$200 behind this last years on ocean space. For this reason I had to re-let some after a party. He had not come with his full

shipment. He wired he wanted space for 102 cattle and he came along with about 50 and I had to re-let at a loss.. I could not wire to any one in Toronto to fill in time or to Chicago. And they caused a loss.

Q There are quite a number doing business in the west in the same line as yourself ?

A There are some others lately started, since I started. I x started the first commission business here.

Q You have heard that these ranchers claim that they have been done up by these commission men ?

A It is not fair for me to criticise other men.. I have not deceived a man, but one man named West of Mountain View, Alta., some years ago complained. Last year I had it systemized. The first year West sent out 2 cars of cattle, stock steers. They came into a glutted market and the yards were full. He x could not make a good price. The abattoir yards were full, Montreal was blocked, and these were the only cars of cattle that any one was dissatisfied about. They netted him about \$30 apiece. They were just common stock steers. From the bigger shippers, those who know how to ship cattle, like the Knight Sugar company and the Spencer & Phillips ranch Medicine Hat, they know how to pick.

It being noon the Commissioners adjourned at this stage of the proceedings for lunch when the enquiry was resumed at 2 o'clock in the afternoon, with Mr. Mullins still giving evidence :

others. TO MR. HAGGART :

Q. In that West & Parrish incident, it happened in 1905, a couple of years ago ?

A Yes, sometime ago.

Q Their evidence was taken in the western provinces in connection with this ?

A Yes

Q And the bargain was made out at Cardston with these people ?

A The buying ? No. They shipped to me to sell.

Q It was inspected by you before it was shipped ?

A No

Q Was your brother there ?

A My brother was around the Cochrane ranch. Parrish came with his own and West's stuff to Winnipeg. He was here when the stuff was sold

Q Do you remember what cargo was it in Winnipeg ?

A It was a load of cows and a couple of loads of steers. I do not remember just the number.

Q West says they rounded up and sold 2 cars out of 500 head of cattle, steers mostly 5 and 6 year olds, all in fine condition. And he says "through Mr. Mullins I arranged for shipment of these cattle and we took them to Macleod."?

A They may have written to me about the cattle.

Q Let me refresh your memory. Again West says : "Mullins came out and I shipped him the cattle, and I says 'I want to get your opinion of these cattle before I ship' "?

A Not me, my brother, J.R. Mullins from Virden. I never saw West in my life.

Q It may be as West says, your brother examined them ?

A Yes, that may be.

Q And West says that your brother replied that "they are good cattle and better than the others. Keep these steers from the others." And West says "What about the price?" "And he says: 'They will all go for export, except a few not good enough for export'. That may have taken place between West and your brother?

A It may be.

Q West says he did not go with the cattle. Mullins was in charge ?

A That is not the case. Parrish came in charge of them. The cattle did not weigh 1200 pounds. They weighed only a little over 1100 pounds. These are not export cattle.

Q The secretary of this commission says they averaged 1140 ?

A I know they averaged under 1200 pounds. They were just plain stockers.

Q It is just possible that your brother may have given them a little more encouragement ?

A He is a fairly good cattle man. I wonder at him telling them that.

Q Out of five hundred ?

A Pardon me. He has not 500 steers. It is different to a herd of 500 breeding cows and stuff like that. I know he does not own 500 steers. He is right close to the Cochrane ranch I know of him pretty well.

Q He got something less than \$30 a head for the cattle ?

A I do not remember. It was not a bad trade and his cattle were not good. They were not a good bunch of cattle.

Q Should not your brother so have advised him ?

A I have nothing to do with my brother. He is doing his own business at Virden. He is a shipper. He does his own business. He never was in my employ. He has been in this country a long time. He was here at the time of the rebellion, and he does his own business.

Q This deal was apparently commenced by your brother and consummated by you ?

A My brother had nothing to do with it. My brother probably casually looked over the cattle and told them the cattle might go for export.

They were not exporters when they came here --- far from it.

Chairman :

Q Was your brother up there independently or going to see the cattle ?

A He was buying cattle. He and a man named George Skelding were doing a little buying from Macleod. I do not know whether he was visiting the Cochrane ranch or not. My wife was there. He might have gone up to Parrish & West's place, which is only a few miles from the ranch

Q Parrish says : "Mullins' brother buys for Mullins" ?

A parrish says what is wrong ; that is not so at all.

Q Then you must have assumed and carried out the contract which he commenced ?

A How ?

Q The deal was initiated by your brother ?

A No, the cattle were consigned to me.

Q Parrish says : "My brother went down with this shipment and West with two or three cars of our own cattle. Mullins' brother buys for Mullins. He went down with the cows. They were all selected cows, fit for export" ?

A They were scarcely fit for the butcher. That is the trouble with men who do not know what to ship. I swear positively that Parrish told me in these yards that he wondered at West shipping these steers.

Q "Q. Did Mullins buy these cattle on your ranch ? A. Mullins' brother came to see West's cattle. I took mine to Macleod with the expectation of having Mullins take them. He said we would have to ~~wait~~ hold the cattle for a while as the market was down. He said under market conditions it would be such-and-such a price, but we could not stop to sell" ?

A I do not know what he means there.

Q This man apparently ships his cattle to you after this interview with your brother ?

A My brother saw that they were no good and let him ship them in. He might have just let that fellow come in here.

Q And then you ?

A I did the selling for him. I got him all they were worth

Q Your brother may have misled him ?

A No, he would not buy his stuff

Q No. What Parrish said is : relying on your brother's representations he shipped to you with the consequent loss which is admitted by everybody ?

A He did not ship to me. He does not put it that way. It was not a transaction worth mentioning

Q Your brother was not warranted in making the statements that they were export cattle ?

A No, cattle weighing 1140 pounds would not pay expenses to England. Parrish came with two loads, West's cattle and his cows. He saw me try all the abattoirs to effect a sale. He saw the market I made the best price I could. I paid the freight and expenses out of it. Out of 30,000 head of cattle this ^{is} small matter for dissatisfaction as far as my business is concerned.

Q Now, in August 1905 you sent him in the usual way ^{as a} ~~his~~ commission ^{merchant} ~~margin statement~~ a statement and cheque of the balance to West ?

A I do not remember the date

Q That is what you would do in the ordinary course ?

A Yes. It is the only unsatisfactory deal I have had out of 30,000 head of cattle, the only man that is dissatisfied.

Q You explained to him at the time that they were not export

cattle and it would be better if he would keep them another year ?

A Oh, yes, decidedly. Confidence there is still reposed in me on account of the Waldron ranch giving me sales.

Q You receive on consignment here ? A Yes

Q And sell on commission and as such commission agent you are continually in touch with other cattle men in Winnipeg ?

A Yes

Q You sell to the abattoirs ? A Yes

Q And you sell to the other dealers such as Fim and Lauzon ?

A I have sold to them, yes ; I have not sold many to Lauzon.

Q You do not buy any yourself ?

A An occasional load of butcher cattle with a few hogs ; not export cattle.

Q Now, Mr. Mullins, in selling ~~you~~ ~~are~~ endeavouring to sell cattle to the abattoirs you always try to get the best price?

A Decidedly

Q You go to all the abattoirs ?

A Yes. But I do not try them all if I get a satisfactory price from the first

Q You find that the prices offered by the different abattoir men are very uniform ?

A No, far from it. I got 4 cents a pound for a train load of cows the other day, one man only wanted to pay 3 1/2 cents

Q You are in touch with these abattoir men all the time ?

A Yes, meeting them around the yards

Q What fixes the price of butcher cattle in Winnipeg ?

A Supply and demand

Q Explain that point in detail ?

A Like any other market if over-supplied you cannot get the same price.

Q Either in transit or in the stock yards the price drops ?

A If the yards are full, yes. Can't take them in any other place, the price is not so good, and you can only hold cattle here a certain time. Several days. You have to pay yardage. You can hold them here two weeks.

Q That would be about the limit ?

A Yes

Q Prices drop in Liverpool if there is a glut ? A Yes

Q Prices ~~drop altogether~~ depend altogether upon the supply and demand in this local market ? A Yes

Q Cattle may go up in Montreal and drop in price in Winnipeg?

A No, not if there is an outlet in Montreal

Q Then it does not altogether depend upon supply and demand ?

A We are not altogether ruled by Winnipeg. If we can ship for a better price in Toronto or Montreal we do so. But we cannot go past here with butcher cattle because prices are always better here. Toronto cows are cheaper in Toronto than they are here.

Q Will you say then that so far as your knowledge goes that there is no evidence of any combination between these abattoir men in regard to the prices that are to give for butcher cattle?

A None at all. I have never seen any and I have been selling here for 20 years

Q You are not a party to any combination yourself ?

A No I do not think so.

Q You ought to know ?

A I am not

Q Not to fixing the buying or selling price of butcher cattle?

A Not at all.

Q Export or prime cattle are invariably sent east ?

A Yes, if steers are sent to Europe they carry the expense. The poorer cattle are not always kept here. It is the lower butcher cattle that will not bear expense such as stuff weighing 1140 pounds, too light to send to England. You cannot pay expenses on 27 or 28 head of them. You can get the same space for a 1400 pound steer as you get for the 1140 pounder.

Q It takes the ~~same~~² space on rail and boat ? A Yes

Q You are satisfied that there is no combination, arrangement, agreement or understanding between the cattle buyers here as to fixing the prices ?

A Among the abattoirs ?

Q Yes ?

A No, there is not. It is a free market like any other market

Q Some dealers who came to Winnipeg with car loads of cattle while not charging that there is any such combination put it this way : That there is a very fine brand of courtesy between the different cattle buyers in Winnipeg and that if you get an offer from one you will not get a better offer from another ?

A I have watched men standing in the alley way for Gallagher's buyer to get, to drop in.

Q You think that there is competition between the different buyers ?

A Yes, the man who got a fat load of steers could get pretty near his own price, but not common cattle.

Q Is it not a fact that these abattoir men have the capacity, the plant, the facilities for doing business, the agencies, and do not these circumstances practically give these men the control of the market ?

A No

Q Does it not place them in the position that they can dictate to the producer, or dictate the price of dead meat ?

A No, you cannot keep a bunch of cattle men together. I have seen them agree in Toronto to take ocean space and one will jump out and that broke the combination.

Q Not when it is to their mutual benefit ?

A No, that is the trouble , not even in the taking of ocean space.

Q You ship a lot of cattle both to Montreal and to the old country, to Liverpool ?

A Yes

Q You have nothing to do with shipping west of Winnipeg ?

A I comes consigned to me. I send a man up to select when a bunch of cattle is to be cut out. I tell them what the market is, if he holds his butchers back, to make a fair price on them.

Q The freight means a good deal of the expenses, that takes a good deal of the profit of the sales ?

A Local freight is quite an item.

Q Do you large shippers get any rebates from the railway companies ?

A From this country ?

Q Do you large shippers get any rebates from the railway companies ?

A No

Q What advantage would you have over a farmer or rancher who could only ship a car or a few car loads, anything less than a train ?

A I would not have any

Q Would they not ship a train of 30 cars of cattle cheaper from Calgary or Medicine Hat to Winnipeg ?

A Never in the history of the trade in this country for the last 20 years. Years ago I started at the same time as Gordon & Ironside. We were shippers. I heard that that were getting a rebate and I made a special trip to Montreal to see G. M.

Bosworth, fourth vice-president of the C.P.R. I went personally to him and I said : "While I am not as heavy a shipper as Gordon, there is a suspicion in my mind that Gordon is getting a rebate. I don't want to go against it. I hear that he is getting \$10 a car. I want to know if so I want the same thing."

He said : "Mullins, he is not getting a dollar rebate, and he never did." I am sure that Gordon did not receive a dollar of rebate that I did not know of. They may have got this : They may have got an additional pass for their men in the country.

Q We will put another supposititious case. A car is shipped to you from Lethbridge consigned to Winnipeg, now unload that car here and re-load it and send it on to Montreal, then you would get the benefit of the reduced rate of the longer haul from Lethbridge to Montreal ?

A The rate from Lethbridge fr to Montreal is 90 cents ; local rate is 43 cents to Winnipeg. If I sell export cattle from Lethbridge the buyer assumes the freight to Montreal. If they are butcher cattle the buyer takes the bill, 43 cents. There are no export cattle from which freight is deducted. The buyer assumes the freight from the shipping point.

Q You can ship a car from Lethbridge to Montreal cheaper than you can from Lethbridge to Winnipeg and then from Winnipeg to Montreal ??

A In that case it would cost you \$1.63. If you have the same cattle the railway will take you through. If you are only billed to Winnipeg they will take you on to Montreal at 90 cents, which is the rate if you shipped originally. I tell my people in the west to ship through to Montreal, so that we are prepared to go there if we want to go ~~there~~ through.

Q Ranchers complain that these cattle that go through on the long haul do not get the benefit of the reduction ; that the

purchaser of the cattle gets the benefit of the reduction ?

A That is according to the way he sells his cattle.

The buyer assumes the freight from the shipping point. That is the way I sell. But if they are butcher cattle and they are taken here for local use, then he has to pay freight to this local point. There is absolutely no advantage. There is no advantage taken of them in the freight.

Chairman :

Q Is there any advantage in the freight between Lethbridge and Montreal and the sum of the two freights in a train load of cattle ?

A If you re-bill, yes

Q Is there any difference in the rate of a train load of cattle from Lethbridge to Montreal and the sum of the two rates?

A The local rate from Lethbridge to Winnipeg is 43 cents ; from Winnipeg to Montreal 60 cents ; the through rate from Lethbridge to Montreal is 90 cents a cwt, based on 20,000 pounds to the car. If you have only 17 cattle you pay on the actual weight. The railroad says this to give you a chance in Montreal Load 17 or 19 to the car. They will not weigh in Montreal. They weigh in Calgary for instance.

Q Can this happen. A car with 17 steers arrives in Winnipeg from Lethbridge. These would be unloaded here. Into that car, that same car, 17 steers are put, perhaps not the same steers, export steers, and the car is run on to Montreal, and you get it for 90 cents ?

A Yes

Q And the buyer would get the advantage of 13 cents ?

A Yes, the man gives up his bill and he has sold his cattle and handed over the bill.

He gets the difference if he goes to Montreal ?

A Yes. But you would pay the 43 cents local

Mr. Haggart :

Q But it is not the identical cattle that were in the car when it arrived in Winnipeg. The farmer say I paid 13 cents altogether for the benefit of that exporter ?

A If he sells in Winnipeg he sells on his own account. It is just the man who accepts the bill. The man can take that bill and go through with it.

Q He would make \$26 on the car ?

A Yes. I have taken a through bill, suppose a man comes in with stockers for the distilleries in Toronto, distilleries buy 2000 or 3000 stockers a year. The man has half stockers and half butchers. I will buy that car of cattle and I take the bill on through and make up the car, take the through bill on, taking into account his butcher cattle and sell them. That is no detriment to the man who sells here.

Q And then you get a little advantage ?

A In that way you can use the through bill ; not much advantage ; on probably a few cars.

Chairman :

Q If I should take a train load of cattle from Lethbridge to Winnipeg and I sold them to you or Gordon and turned over my bill to you you could re ship them through on that train and get a through rate from Lethbridge to Montreal ?

A It is according to the deal.

Q I am speaking of a case where I sell them here ?

A You can save yourself in your deal. If you sell a hundred delivered here you have to pay the regular freight on that. But you can sell them and the buyer assumes the freight.

Q Then he gets the through rate to Montreal ?

A Yes. But you would pay the 43 cents local rate.

Mr. Middleton :

Q They have their cattle billed right through to Toronto, when they get to Winnipeg they sell and they have to pay the local rate to Winnipeg, whereas the through shipment was taken on to Toronto ?

A I do not know of many cases of that kind. They have made their deal that way.

Q There some not very clear of understanding, but after talking it over that is what they complained of ?

A It was foolish for them to make a deal like that. It is for the buyer to assume the freight. It is their own look out. And they could not get the advantage of the through rate to Toronto after making the deal that way. It is outside fellows who not seem to know good cattle from bad. They flood the place with a lot of rubbish. A man with good cattle can dictate his own price. You cannot get a trainload of cattle from Russell today.

Mr. Haggart :

Q The farmer says " We do not get the price to keep up the cattle trade." What do you say ?

A He is getting a good price. I saw 5 3/4 paid to Rhind Brothers of Westbourne. John L. Cook of Newdale sold for that figure

Mr. Middleton :

Q These parties complained they shipped through to Toronto at through rates. The cattle were sold in Winnipeg. Other exporters were shipped through on the same bill ?

A How did they make their deal ?

Chairman : Billed to Toronto.

Mr. Middleton : They claimed they were entitled to get through freight rates.

Chairman :

Q The man who bought them got the lesser rate, but they paid the whole local rate ?

A They sold here. You know your medicine. Freight is taken off if you sell.

Mr. Middleton : I thought they ought to be entitled to the through rate.

Mr. Haggart : He has made his deal delivered here ?

A Yes

Q By reason of that deal you think that this exporter or buyer is entitled to the whole benefit of his greater knowledge ?

A That is where the commission man comes in. He protects that man. Some men ought to bring in their wives with them when they bring in cattle. They are not feeding properly either

Q It is your business to so direct them ?

A Yes. If they are consigned to me. I then obtain for them the best results possible. I save the additional freight you are talking of.

Q The difference between the 2 local freights and the one long through freight would be more than the commission would amount to if properly attended to ?

A Yes

Q And it is a source of revenue for men in the cattle trade in Winnipeg ?

A Yes, for a man who understands his business. There is another thing. Many have little accidents and they do not put in their legitimate claims which a commission man could collect. I collected \$50 for a steer killed in a box car. The C.P.R. paid it.

Q What would be your opinion as to establishing union stock yards ?

A I have a petition. It is a petition to the city to inaugurate a yard. It is to be done and it will be of benefit to the cattle trade. There must be a hundred names on this petition. It is build union stock yards for the three roads. I want the endorsement of the trade. I did not go on with it because I saw I a petition in the city council for a city abattoir. I did not mention the abattoir. I was building on a union stock yard suitable for the trade.

Q You think that would be a proper thing ?

A It would be

Q Have any particular parties any particular advantage over others as they are now ?

A No, they have not. I have just got as many facilities as any other man. There are others doing the same thing.

Q Shippers shipping to Winnipeg make very serious complaint as to the large shrinkage to which they have to submit without feeding their cattle ?

A If I sell them that way. I have sold them both ways. The general way is to weigh off the cars to save feed and expense.

Q People here tell us that sometimes that their cattle are kept 36 hours on a hot day. They are rushed out of a car and there is about 100 pounds or more shrinkage ?

A A man will come in from the country and weigh up the neighbouring creek.

Q No, that is not a fair way to put it. I mean the normal way. Cattle shrunk all they will shrink ?

A Local men who buy in the country take off 5 per cent I have known farmers who plugged them with burned oats.

Q They are a pretty bad outfit these farmers ?

A No, there some honest ones. The want of shelter and

and facilities for transporting cattle and pigs to Winnipeg, in cold weather and hot weather in addition to the shrinkage does affect the quality of the animals. We have good summer yards, but we should have yards with glass roofs where cattle can come in under cover. They have one in Toronto Junction. It holds 40 loads of cattle. We want the same so that the cattle can come in and be put in condition before being offered for sale

Q They say when pigs are brought in there are many dead hogs in some weathers ?

A You cannot help an extra fat hog dying in transit.

Q You believe with the farmers that representations should be made to the railway commission ?

A That would come under union stock yards.

Q I am referring to the cattle in transit ?

A It is harder on stallfed cattle. Shorthorns suffer the most.

Q There are no means of spraying pigs in hot weather ?

A I have never seen it done. We have drawn up besides the water tank. But you make the car slippery and cattle do not ride as well then as in a dry car.

Q I find in one of your letters to the West you speak of this ~~"We insure our patrons from being loaded up with undesirable ocean space"~~ "We insure our patrons from being loaded up with undesirable ocean space" ?

A I mean old tramp boats. It is a mistake to take freight on them. The old outsider carrying condensed water. He is not as liable to get them bruised if he carries them in a first class carrier.

Q In shipping from Southern Alberta do you ever ship over the Great Northern ?

A No, I never shipped that way.

Q You do not know anything about the rates ?

A Well, no, I do not remember. I went into it once. I tried to find out a rate from Malta to Boston, but I could not remember the rate that they quoted

Q I think you spoke highly of Manitoba cattle ? A Yes

Q There is a larger proportion in the west ? A Yes

Q They are better bred ?

A No, They are better bred or as well bred in the county of Russell in Manitoba.

Q What the differences ?

A They keep them a year longer. They are heavier, hardier and have better legs on them. The reason Manitoba cattle have deteriorated is on account of the pasture lands being absorbed. That is the reason for cattle deteriorating in Manitoba.

Q What is the percentage of export and butcher cattle in Alberta ?

A I cannot answer that accurately. Take a train as a basis One car of butcher cattle out of 20 cars.

Q That would be 5 per cent butchers, 95 per cent exporters ?

A Yes, but there are some cattle that do not ship as well. You would look a bunch over here and you would have to take a car out.

Chairman :

Q Does that refer to the cattle that comes here or does it refer to all the cars ?

A I refer to exporters.

Q Have you ever followed shipments to Liverpool yourself ?

A Lots of times, but not within the last few years

Q These ranch cattle ride better than stallfed ?

A Not at all. In a bunch of hard grain fed cattle they will ship better than ranch cattle

Q How do they arrive, bruised ?

A It is according to the passage on the ship

Q Cattle fed in the ~~field~~ field are best ? fed on grain ?

A Yes. For instance I bought a bunch of grain fed cattle in Toronto, grain fed in Buffalo. Grain fed cattle, those that are fed in the stalls in Manitoba or elsewhere are not as good on their legs. But the Alberta ranch steers stand remarkably well, considering you railroad him from Lethbridge to Montreal and take him on a steamer 2500 miles further and land him in Liverpool. He is a pretty good steer.

Q And the railway is generally the hardest part of the voyage unless there is a rough passage ?

A I cannot say. You may make them hold their own. You can fatten on the steamer.

Q Are they pretty badly bruised by the time they reach the English market ?

A Not unless they have a bad passage.

Q How do our cattle compare with the cattle from other countries, for instance from the United States and Argentina ?

A Our cattle west is not as good as grain fed Chicago, but is better than the Argentine.

Q While not as good as Ontario fed native cattle they are better than the Argentine ?

A Yes

Q Ontario and Quebec stands higher than ours ?

A Not Quebec. They are little old canners there. The cattle which sells at the top is the Scottish and English fed cattle,

Next grain fed United States cattle, next Ontario pasture fed cattle, next Manitoba and Alberta. The top price is seven pence for dressed meat, American grain fed sixpence halfpenny, proportionately half a penny difference. Ontario cattle will come close to the Americans. Cattle that is fed meal on the grass outside. And some Manitoba cattle will come close.

Then the good Western cattle, and lastly Argentina.

Mr. Haggart :

Q You are dealing in northwestern cattle. It ought to be in the interests of men in your business to take the best article to England, what suggestion can you make to the commissioners that would enable them to report something that might tend to improve the conditions of the cattle trade ?

A The farmer, rancher producer can do that if he will bring his stuff up to the good trade.

Q But the rancher does stall feed ?

A He feeds grain out of doors. I have fed in Baie St. Paul, Man., 300 head on 700 acres on hay to the 1st of March, after that one gallon of meal a day

Q You recommend Alberta cattle to be topped off with grain ?

A. Yes It is not possible to do it in the ranching districts. I was talking about the feeding districts. For instance some have to change from the ranch into a feeding ranch.

Q The farmer should properly feed and raise the grade ?

A Yes

Q What would you say as to the facilities for watering on cars during these long journeys ?

A We cannot water them in the cars

Q Do they not do that in the United States ?

A No,,it is not possible, because the troughs turn over. In cars we have had with a trough in them they have been full of manure. We use a large car on the C.P.R. with racks full

of hay and we take them off at Schrieber and water them and refill the hay racks.

Q Do you not think that something out to be devised for more frequent watering and occasional feeding ?

A You take a train of cattle fresh off the grass it is nearly impossible to get them to eat or drink at Moose Jaw. It is too short a run. They lie down. When they come to Winnipeg they will go at the hay.

Q In the United States they have facilities for feeding and watering in the cars ?

A There are some of the cars ~~equipped~~ equipped that way. The C.P.R have equipped cars. But you cannot water successfully. The trough gets full of dropping from the cattle

Q That is only a few cars ?

A There are quite a number of them, but not for watering.

Mr. Middleton :

Q These cars are used on the eastern run ?

A Yes, but we have quite a percentage of them on the western run.

Mr. Haggart : --

Q Do you approve of a schedule train twice a week ?

A Yes, west, southwest and northwest there should be a stock train a week. There is quite a lot of stuff coming from there. These men could come in in better shape and could handle their trade. And the buyers would look for them on a certain day. There should be a scheduled train on each road once or twice a week.

Q When you ship these cattle to the old country to what market do you go ?

A I ship to either part

Q Any advantage of one part over the other ?

A Sometimes Liverpool is better than Glasgow

Q I suppose when you reach the old country sometimes you find yourself in the same position as the local dealers do in Winnipeg, you think that there is consensus of opinion among the buyers that no one will deal with you ?

A No. Not in Liverpool, London, Chicago or Toronto. They jump into the pens like wolves.

Q You are there ; you have to sell those cattle ?

A Yes, within ten days. There are certain parties there buying all the time.

Q And does it not appear to you that they stand back ?

A. No, but sometimes they do not seem to come up quick enough.

Chairman :

Q I see that there seems to be an idea prevailing that the only way to have competition is to have buyers. We have evidence to say that so far as that is concerned there are quite a number of buyers but on the same price, but that is a different kind of competition ?

A No, it is not so. It is the same as any market, only on a smaller scale.

Q How many cattle on a boat ?

A About six hundred. A man would say "what do you want for the steamer" They would say thirty-two shilling and sixpence.

They may re-let her in small parcels to 20 men at thirty-five shilling a space. Some boats make their rates so that the small shipper gets the same rate as the larger shipper.

Q Does your company that you are representing get any advantage from the through rate ?

A No, he gets nothing taken from him beyond my charge per car. I started at \$10 and other came in and cut it to \$5 and it is not enough to pay us, and sometimes we have to get out and buy some.

Mr. Middleton :

Q You made the remark that you never saw good shipping cattle from Quebec ?

A Yes, I will take that back. I saw some good township cattle I have seen good township cattle, good cattle around Compton and Sherbrooke, I was thinking of Quebec city.

DANIEL COUGHLIN, having been duly sworn, deposed as follows : --

TO MR. HAGGART :

Q What is your business ?

A I am in the livestock commission and sales business and forwarding agent.

Q And your principal place of business ?

A C.P.R. stock yards, Winnipeg

Q Your business consists of commission ?

A Selling cattle on commission and forwarding commission.

Q You do not buy or sell on your own account ?

A No, buy on order or on commission

Q Who are your principals ?

A I consign to any firm in England that the shippers require. I have an arrangement with two or three of the leading firms in England, but if the shipper has a choice I give him his own choice.

Q And who are your principal patrons in the forwarding business

A People from the west principally. I have done some local business, but it is not as large as I have done in the western business. I have been exporting from Alberta. I tried the export business a year ago last March. My patrons are men in Alberta and Saskatchewan principally. Only one man from Manitoba. Handled 500 of his last year.

Q Your experience is from western men and forwarding to the English market ?

A Yes, and I sell locally on the market for dealers or for farmers

Q Do you have cattle from the west consigned to you ?

A Yes, quite a number

Q And you offer for sale at Winnipeg, forward to Montreal or export according to their instructions ?

A Yes. If I have secured space I forward them on through for whatever space is taken ; and if I have orders to sell here I sell here.

Q You sell to the best advantage and send to your principal an account of the sales and the proceeds ?

A Yes, expenses from point of shipment in transit. We forward those Montreal expenses until they go on the boat. I forward those direct to the shipper, and after I receive an account of sales from England I send them those too.

Q Do you find many complaints from the west in the matter of what you have done ?

A There have been complaints in regard to striking bad markets

Q Any complaints in regard to excessive charges ?

A No, but we might get a letter back after he gets his account from the English salesman

Q You know from personal experience that there is a good deal of dissatisfaction existing in the west among the ranchers and cattlemen with reference to the cattle trade ?

A I heard something of it. I have seen a great deal in the papers about it.

Q You have heard from your own correspondents ? A Yes

Q There some things which might be remedied ? A Yes

Q How experience is from western and the... to the

English market?

A Yes, and I sell locally on the market for... or for

Q Do you have cattle from the west... to you?

A Yes, quite a number

Q And you offer for sale at... forward to... or

export according to their instructions?

A Yes, if I have secured space I forward them on... or

whatever space is taken; and if I... to sell them I

sell them.

Q You sell to the... and send to your... or

an account of the sale and the proceeds?

A Yes, expenses from point of shipment in... or

would those... expenses... they go on the... or

forward those direct to the shipper, and after I receive...

account of sales from England I send them... or

Q Do you find any... from the... in the... or

what you have done?

Q There have been complaints in regard to... or

the... in... or

the... in... or

the... in... or

the... in... or

the... in... or

the... in... or

the... in... or

the... in... or

the... in... or

the... in... or

Q What might be remedied ?

A In regard to what complaints. Take any general complaint and I will try to explain the result

Q The rancher says he does not get a fair price for his cattle

A Where at ? What point ?

Q All over the prices per pound are low, less than it used to be, and he cannot see what is the reason for it

A Prices vary.

Q They say that there are two firms which practically control the export trade of the west These two instances are Gordon, Ironside & Fares and Pat Burns ; you have heard that ?

A I have heard some dissatisfaction and criticism of both of them. It is the natural outcome of capital in any case.

I think Gordon & Ironside have made great efforts to control the whole of the export of the northwest business, and they even went as far as to try to control the Ontario business. They ship 75 per cent of the cattle out of Montreal this spring. I see no harm in it, however.

Q Burns is the great cattle buyer of the west ? A Yes

Q He has retail butcher shops ? A Yes

Q What are the relations between Gordon & Ironside and Burns?

A They vary

Q You say it looks as if that had been aiming to control the cattle trade of the dominion ?

A It seems more apparent this year than ever before. They really do control 75 per cent of it for the last eight months

Q And they have a great deal to do with the trade in dead meats

A Yes, they are one of the strongest firms here.

Q Now, with the plant, the facilities for business and the agencies all over does it give them the power to dictate as to the prices they shall buy at ?

A It certainly would.

Q Does it give them the opportunity to dictate the price at which meat shall be sold ?

A Not necessarily. But for the opposition they might be up against they might be very injurious. I do not refer to the cattle business particularly in this regard. Capital will control.

Q In your experience here do you see any evidence of any combine, arrangement or understanding that live cattle shall be bought upon a stated price or a price agreed upon ?

A No, but I have seen times when I felt that there was very little competition. That, however, would not prove a combine. Winnipeg is a small place. A low price spreads all over the market in a short time. If cattle is scarce the price will go up.

Q The producers of cattle state that the facilities afforded them by the railroads are very meagre ?

A At times there has been a very poor accommodation given, that is, the time on the road and the service. But I believe the railway company does the best it can. We had an experience last year. There was a great lull in the market. The cars had all gone east and the railway could not get them back fast enough. A great many had to ship in box cars. They allow 3 box cars for 2 stock cars. It is very difficult to unload ranch cattle. It is dangerous. That was the case for three or four weeks in October and November.

Q It is complained too that they run very slow and that the shipper loses from shrinkage ?

A Yes, 72 hours from Calgary. Shrinkage and shrinkage would be

Q Is not that inhumanity, cruelty ?

420XX

A Yes. The railway company should not allow that. They should have facilities for stopping them and feeding and watering them after 36 or 40 hours on the road

Q That must take a lot out of a train load of cattle ?

A It injured them for the balance of the trip.

Q That should be brought before the railway commission to ameliorate conditions ?

A The C.P.R. should unload them without having to have instructions. The shippers are willing it should be done.

Q That loss always falls on the shippers, the original owners?

A Yes

Q You make your money out of the cattle business and you would make more if it , the trade, was ~~healthy~~ healthy? You know the cattlemen in the west are complaining saying that there is no money in it ?

A Ranchers ? Yes. The market in the old country has been low for two or three years. There have been a few markets that have been good for the grazier and rancher.

Q Is there anything that could be done by the legislatures ?

A They could compel the C.P.R. to have proper facilities. As for the other matters, improvements, they would have to come gradually.

Q What is your idea as to the feasibility of shipping chilled dead meat from the west to the English market ?

A It has never been tried. From what I heard in conversation with people in this country and the United States they claim that these cattle are not properly finished. I am not sufficiently posted to say whether it would pay to ship chilled beef from the northwest. I do not believe the supply would last long enough.

I do not think it would pay to instal such an expensive plant. The American chilled beef stands very well. It is hardly detected. It is never frozen. It will not stand the hot weather, however. That is why the Americans are shipping live cattle still. That is one evidence that chilled beef must have one drawback. They are shipping as much live stock as they were shipping twelve years ago. I have been in the export business since 1872. to 1902. I shipped from Alberta, and I came here a year ago last March.

Q Did you accompany your shipments to the old country ?

A Yes, from Boston to Liverpool. They were American cattle.

Q American cattle stands a little higher in the English market than our northwestern cattle ?

A A good deal higher.

Q Is there anything to raise them in line with ours ?

A Feed them with corn, but we have not got corn as cheap.

Q We have a longer railroad route ?

A In some place. Corn fed cattle comes from Nebraska. It has recently become a cattle country---well finished cattle.

Q A proposal was advocated by the president of the Great Northern that the farmers should take in ranch cattle and feed them and put them in shape for export, has that policy been followed ? That was his advice to the farmers of Minnesota ?

A I do not think so. No corn is grown north. St. Paul is the main market for Minnesota and South Dakota. There are very few finished cattle. There they are all taken south to feed.

Q As a cattle exporter, what would you recommend to have the cattle in better shape ?

A The producers should feed them and make more of an endeavor to get there finished cattle out earlier. I mean that the ranchers would not take out three or four loads of cattle

finished cattle because they want to get rid of three or four single cattle that the outside buyers will not buy. They complain of not having competition. They have contributed to that themselves. A man might come along and want to buy a train load and they would not make the least effort to get the cattle. The buyer simply gets on the train and goes home. They are playing into the hands of the large dealers. The large dealer comes along after the other dealers and buys the whole herd. They ship the tops.

They only want to sell their 3 and 4 year old not fit for export. The man that wants to buy only three or four car loads does not want them. That is one of the reasons that causes a lack of competition of which they complain so much about in the northwest. If a man had selected a bunch in the fall ~~field~~ he would sell them to you but if he had two or three loads of prime cattle in his herd he would not make any effort to get them in until the cattle rush came on. Then it would go down one penny in the pound ^ravoidupois. They want them sold in October or November, when the large dealer goes along and takes the whole herd. And the smaller dealer is ignored entirely. He will not bid again. It is not human nature.

Q Do you know that some of these large dealers will go and buy a man's outfit for the year, buys his outfit in advance selects what he wants and takes them away ?

A There are cases where a man went to sell his whole herd. A man will not get out it as well as he would out of his whole herd in the spring.

Q I mean what is fit for export ?

A I have known cases of that

Q It is said that Burns has a monopoly there and that he buys all the cattle there and ships on to Gordon & Ironside the exporters, kills the inferior ones, butcher cattle, and the two of the have a monopoly of the trade in the territories ?

A It is not entirely so. It is not necessary that they should have it all arranged. It is in consequence of the ranchers' own acts. They have contributed towards it and the big dealers as men have taken advantage of it.

Chairman :

Q Do you buy west ?

A I have been shipping from there

Q You have already told us that Gordon & Ironside control so much of the trade ?

A Yes

Q In shipping to the old country what advantage has Gordon & Ironside over men like yourself ?

A No advantage. He might considerably, take a bigger plunge. I have the same facilities for handling cattle as Gordon & Ironside. Only handling them in large numbers he might get a slight reduction on his large business as is natural compared with a small business

Q You are not a member of the same commission firm as Mr. Mullins ?

A No, we are opposition firms. We do not agree on points always

Q You do not know whether the large dealers do get transportation facilities which you do not get ?

A No, I do not know. It is very difficult nowadays to get any transportation.

Mr. Middleton :

Q You used to get a clear run through ?

A I cannot say as to that. We have been getting better runs this year. There has been some dissatisfaction in shipping from the west.

Q If there were better facilities granted, quicker runs through it would do away with having to feed them on the way right ~~thru~~ through to Winnipeg ?

A Hay is the only thing you could give them on the train. Watering cattle on the train has never been considered a great success. Sometimes they pull up besides a watering trough

Q You can hay cars. They will not suffer from hunger only from thirst. With gentle cattle it would be better to unload them at Moose Jaw. They will drink and go back to the rack. While wild range bullocks will spend all the time roving round the yard looking for a place to get out.

Q A case has been mentioned to me where a car load of steers was shear-marked. A mistake was made and a load of cows were shipped ~~on to Montreal~~ and loaded on board at Montreal. They were shipped as steers and billed to the old country. They got paid for cows ?

A It would be possible for mistakes to be made. It might be done innocently, mistaking the bills. or in loading at night. They might have got that car load of cows into the wrong car. Though there is hardly a chance of it being accidental if everybody did their duty, but nothing would go wrong if everybody did their duty.

There is another thing that has been mentioned regarding forwarding agents. Where there is a lot of space secured you by an agent in Montreal they charge the rancher or shipper a high commission on that. They charge the shipper ~~for~~ rancher 15 cents a head on that I defy any man to say that any responsible firm in Montreal ~~to say~~ that they charge a commission on space taken from a steamship company.

A. The only thing we could give them on the train.
watering cattle on the train has never been mentioned a word
success. Sometimes they pull up besides a watering place
Q You can say that. They will not suffer from hunger only
from thirst. With gentle cattle it would be better to remind
them at some low. They will drink and go back to the rack.
While wild range bullocks will spend all the time roving
round the yard looking for a place to go out.

Q A case has been mentioned to me where a car load of
was short-weighted. A mistake was made and a load of cows were
shipped on the train and landed on board at Montreal. They
were shipped on steers and killed in the old country. They were
paid for cows?

A It would be possible for mistakes to be made. It might be
made innocently, mistaking the hills or in feeding at night.
They might have got that car load of cows into the wrong car.
Though there is really a chance of its being accidental. If
everybody did their duty, but nothing would go wrong if
body did their duty.

There is one other thing that has been mentioned
about watering cattle. Where there is a lot of space
between the cars and the train they charge the cattle or
the cattle are not watered. The cattle are not watered
on the train. The cattle are not watered on the train.
The cattle are not watered on the train. The cattle are not
watered on the train. The cattle are not watered on the train.

JAMES THOMAS LOVERING, having been duly sworn, deposed as follows :

TO MR. HAGGART : ++

Q You live at Dominion City ? A Yes

Q What is your business ?

A Farmer now. Raise grain and cattle ?

A Not many cattle. I feed cattle for the market.

Q How many ?

A That varies ; some 200 in the season. Some times sheep ; sometimes cattle. Last year I fed 2000 sheep. This year I expect to feed cattle.

Q Do you buy from the farmer ?

A No, but from sections of the country where they have butcher cattle.

Q What sections are those ?

A I guess they are picked out of the cattle that are brought in from different parts. They are good cattle but not finished.

Q You finish them ? A Yes

Q By the time you are through with them they are finished cattle ?

A Yes, generally so. My experience in the cattle business in the section of the country where I live, is that the quality of the cattle is very inferior. I am speaking of the country from Emerson to the Lake of the Woods and 25 miles from the international boundary.

Q The cattle you say are ?

A Very inferior cattle. I do not think that of the cattle that is in that country that there would be 5 per cent of them fit for export. I have been working for the last three or four years to get the farmers to improve their stock, but so far I have not succeeded and my experience has been that I

have never had trouble to get a good price for good cattle. There is so much poor stuff in the country that it is hard to get desirable cattle.

Q Not even good enough to make good beef ?

A No, and the quicker they are killed the better. The beef would be all right but it would not pay to feed them; feeding good stock pays.

Q Do you have any trouble or difficulty in disposing of your finished cattle ?

A No

Q Where do you get your feed ?

A Buy it from farmers and wherever it is offered to me

Q Some tell me it does not pay ?

A It pays to buy coarse grains to feed. It is necessary to have a good breed of cattle. Beef out of some of them is not fit for the table ; it is not marketable. There is no size to them.

Q How do you procure this cattle here ?

A We buy from the abattoirs here and cattle not fit to slaughter we send them back. Some years ago I fed a number of cattle. The last two years it has been sheep.

Q Do you buy sheep to feed ?

A Yes, buy them the same way.. Feed them and turn them back.

Q Do you find it pays ?

A Yes

Q It pays you ?

A Yes

Q Your farm is near Dominion City ?

A Yes

Q Farmers tell us that it does pay at the present time to raise cattle and feed them and bring them to market at such a price as they have been getting for the last couple of years ?

A I do not see how they can make that statement.

Chairman :

Q Have you had any experience under the conditions which a farmer raises them ?

A I buy them and feed. I do not breed. Which time can you make beef the cheapest on 3 years or calves ?

Q I am asking you for your experience ?

A I have not just had the farmer's experience

Q You're a feeder ?

A Yes. I feed calves from the time they were born. and I have made grater gain on it

Q Have you fed it to the mature animal ?

A No, feed up to 7 months. At the time I am speaking of they were thoroughbreds

Q Does raising sheep pay in this country, but not speaking as a breeder ?

A I have been a butcher. I would state that if the farmer does not go more into stock and improve what they have it is only a question of a very few years that they will go out of business.

It is not on account of having no good stock ?

A They will not be able to grow wheat This alludes to the section of the country where I live. Compare their crops to last year.

Mr. Middleton :

Q When you purchased these cattle from the stock yards did you have any agreement with the butchers to buy them back at a certain price per pound ?

A Yes I buy them under a contract to return them at a certain margin.

Chairman :

Q Explain your contract with the abattoir ?

Question :

Q Have you had any experience under the conditions of the

former raises there ?

A I buy them and feed. I do not breed. Which time was the

also feed the sheep on 3 years or calves ?

Q I am asking you for your experience ?

A I have not just had the former's experience

Q You're a feeder ?

A Yes. I feed calves from the time they were born, and I

have made greater gain on it

Q Have you fed it to the mature animal ?

A No, feed up to 7 months. At the time I am speaking of they

were short-horned

Q Does raising sheep pay in this country, but not speaking

as a breeder ?

A I have been a butcher. I would state that it is the former, does

not go more into stock and improve what they have in this

a question of a few years that they will go on and

more.

It is not so much of having no feed stock ?

A That will not be a little to a sheep. This allows to the

country of the country where I live, because there are

few more.

The sheep :

It is not possible to say that the sheep

and the sheep are different, with the same kind of sheep

and the sheep are different.

It is not possible to say that the sheep

and the sheep

and the sheep

and the sheep

A Take 4 cents or 3 cents for 60 days feeding for sheep or cattle, one cents in advance.

Mr. Haggart :

Q You get a cent in advance for feeding for 60 days ?

A Yes

Q Irrespective of what progress they may make ?

A I told you I do not feed the poor kind. It is cheaper to kill them. You go to Ontario where they buy feed. They are making money, here they are not.

Mr. Middleton :

Q Give us your experience infigures how much you pay ?

A No, I cannot do it on my oath. I do not keep an accurate account of everything I feed them. So I could not give it you in detail. I know only I made some money.Q.Even if capital is necessary it is no justification for an abnormally low and unsteady market ?

A Take hogs for instance, people are flocking into hogs as fast as they can go. They will put them on the market before they are fit.

Chairman :

Q ~~Two~~ years ago were put out of hogs. It is natural now though that they should go into it ?

A The best farmers on the Roseau river in our country, like John King, who have made more money with them than the average farmer. He is about 10 miles from Dominion City.

Q You are feeding on a safe margin for the abattoir ?

A For Gordon, Ironside & Fares.

Q is there liable to be an over production of pork here ?

A Yes, more people have pork than veal. This country does not raise enough poultry or eggs either.

Q At what price should a farmer sell pork at live weight to make a profit ?

A That varies. One farmer I knew claimed that he could have guaranteed 4 cents a pound live weight he could do business. I know a man who claimed that if they sell less than 7 cents a pound there is no money in it.

Q Do you think that the fluctuations in the hog market depend on the supply and demand ?

A I cannot say.

Q Is it not controlled by a few men ?

A I wish to make this statement. If they do it is the farmers' own fault. If the abattoirs did not know more about the business they are doing than the farmers do about theirs, they would not be doing business in six months' time. I wish to be truthful and fair.

It being five o'clock the Commissioners adjourned to meet again the next morning, Thursday, August the Fifteenth 1907, at 10 o'clock when the enquire was resumed.

JAMES T. GORDON, M.P.P., having been duly sworn,
deposed as follows :

TO MR. HAGGART : --

Q You are the president of the company or corporation known
as The Gordon, Ironside & Fares Company, Limited ?

A Yes, I am, Mr. Haggart.

Q What is your official position ?

A I am president, I am manager of the packing department,
I look after the finances of the company, and both the export
and the pork departments. Our business in the export depart-
ment is divided. Mr. Fares looks after the business between
Winnipeg and the mountains and I look after the business betw-
een Winnipeg and White River. After they leave there Mr.
Ironside looks after them. He is in Montreal He looks after
the space and everything pertaining to the export business
going to the old country.

The packing houses at say Kenora, Port Arthur, Fort
William, Rainy River and other places are under my own
management.

Q You have a plant at all these points ? A Yes

Q The principal abattoir is in the City of Winnipeg ?

A Yes. If you just allow me to make one suggestion. After
you have heard me on the packing and export, I would like to
deal with these separately, if agreeable to you.

Q If you like to make your statement first I can examine you
after on it ?

A I would be pleased to do that. I am here to give as clear a
statement as possible.

Q Which will you take first ?

A I will probably take the packing plant. It has been stated by the press and some public men that there is a combine and the wholesale men or the packers of the City of Winnipeg have been charging exorbitant rates, now, if that is a fact I, as president of this company do not know, it.

I come here today prepared to give this commission the prices that we have been paying for butchers' cattle for 1905 1906 and 1907. I am prepared to give them the prices we sell at. The prices we sell different meats to the retail butchers for these years. I am prepared to show them what the cattle dressed at. We can show what the beef actually cost us and what we sold it for, the same with hogs and sheep.

I might say that the member for Gilbert Plains was anxious that the commission should make the packing houses show the figures of say the last six months of 1905.

We are prepared to give you 1905 and 1907

Q That is the result as taken from your books ?

A Yes, an absolute copy made by Mr. J. H. Hilton, the auditor of the company.

Q You have objection to the commissioners having their own man go through your books and verifying it ?

A. No. The first six months of 1905 we paid to the dealer and to the farmer or whoever they might be the average price on cattle of \$4.06 per cwt paid at the stock yards. The average price that that beef cost us was \$7.51.

Q How do you make that out : You paid \$4.06 and it cost you \$7.51 ?

A Take into consideration the bullock dressed 54 per cent of the cwt. We sold that beef to the retailer at \$6.27. That is the average price we received for the first six months of 1905. Or in other words we sold beef to the retail butcher for less than the beef cost us. Not taking into consideration the offal, not including the heart, tongue and ~~li~~ liver, as is the head, tallow, horns and hoofs.

For the second six months of 1905 beef cattle cost \$2.97. That beef cost us \$5.50 dressed per cwt and we sold that for \$5.45 to the retail butchers of the city of Winnipeg.

In 1906 for the first six months our butcher cattle cost us \$4.09. That is what we paid to the farmer and dealer. That beef cost us \$7.50 per cwt and we sold it to the trade for \$6.37.

The last six months of 1906 our cattle (butcher) cost us \$3.12, our beef cost us \$5.77, and we sold it to the trade for \$5.66.

You will find that lots of this beef sold at \$6 and ~~XXXXXX~~ \$6.25, but that is the average for the whole six months. On 14,000 pounds of beef that is the average.

In the first 6 months of 1907 we paid to the rancher, farmer or dealer for cows, bulls, steers, etc., \$4.67, beef cost us \$8.64, and the average price that we received for the beef for the first 6 months of 1907 was \$7.60. Now, he averaged that at \$7.60, there was some of that sold for \$9.25 and \$9.50.

In July of the present year we sold some for 10 cents for which we paid 6 cents. Cost \$.67 per cwt.

Now we have calculated these cattle dressed at 54 pounds per cwt. I think the member for Gilbert Plains said 52. He said less.

Q The general run is 48 to 55 % ?

A. Yes. If you want to know the prevailing price in any one month in 1905, 1906 and 1907 I will give it you :

1905	per cwt.		per lb.	
January beef cattle cost \$3.21 we sold at			5 1/4 to 6 cents.	
February	..	3.65	..	5 .. 6 1/2
March	..	3.51	..	5 3/4 .. 6 1/2
April	..	3.85	..	6 .. 7 1/2
May	..	4.22	..	6 1/2 .. 8
June	..	4.31	..	6 3/4 .. 8
July	..	3.32	..	6 .. 7 3/4
August	..	3.02	..	5 .. 5 1/2
September	..	2.90	..	5
October	..	2.76	..	5 .. 5 1/2
November	..	2.62	..	5 .. 5 1/2
December	..	3.16	..	5 .. 6

Q. You are giving us what the cattle cost on foot live weight?

A Yes, giving you what we sold it for dressed reckoning it at 54 per cent. A bullock weighs 1000 pounds we dress him into 540 pounds of beef. At the end of every month we check up what we paid for our cattle and what it cost us.

The foregoing was for 1905. The average cost per head was \$37.22. Our beef cost us live weight that year average \$3.38 and we sold the dressed beef for \$5.90.

1906		per cwt.		per lb.
January	beef cattle cost \$3.10	we sold at	5 cts to	5 1/2
February	..	3 77	..	5 cts to 7
March	..	3 78	..	5 1/2 .. 7
April	..	4.24	..	6 .. 7 1/2
May	..	4.32	..	6 .. 8
June	..	4 22	..	6 .. 7 1/2
July	..	3 43	..	5 .. 7 1/2
August	..	3 22	..	5 1/2 .. 6
September	..	3 13	..	5 1/4 .. 6
October	..	2 50	..	5 .. 5 1/2
November	..	2 91	..	5 .. 5 1/2
December	..	3 25	..	5 .. 5 3/4
Christmas	is included in that	..	6	.. 6 1/2

The average cost of our cattle paid to the rancher and dealer for the year 1906 was \$37.06 per head delivered at the stock yards, or in other words \$3.45 per cwt. We sold to the trade the dressed meat of this cattle at \$6.01 average per cwt. for the year 1906.

It would be well for the Commissioners to know that the price for ~~dressed~~ dressed weight of meat includes the heart, tongue and liver. They are always thrown in. I do not think that that is done in any place that I know of.

1907.		per cwt.		per lb.
January	beef cattle cost \$3.47	we sold at	5 1/2 to	6 1/2
February	..	4 12	..	6 .. 7 1/2
March	..	4 25	..	6 1/2 .. 7 1/2
April	..	4 65	..	7 1/4 .. 8
May	..	5 05	..	8 .. 8 3/4
June	..	5.41	..	8 1/2 .. 9 1/4

We are cheaper than in any part of this Dominion, taking into consideration the price paid for live cattle.

Our cattle cost us for the first six months of this year \$53.20 per head, or \$4.67 per cwt live weight. We sold the beef of these cattle for \$7.60 per cwt, averaged for the first six months of 1907.

For this year we changed our methods of keeping books. We put in the system. We know the cost of every car of cattle. And what it cost per pound and what it cost per hundred weight. And what it cost to handle. In 1905 and 1906 it might vary a quarter of a cent, but this year we can give you the selling price of beef for every pound. The figures for the past 6 months are absolutely correct.

We will now take the Hog part of it.

There is this about it with hogs. There is only a small part or percentage sold dressed to the trade. They are dressed and packed away for bacon and hams.

A Hog weighing 100 pounds will dress at 75 pounds.

1905		per cwt.		per lb.
January	pork cost us	\$4.91	we sold at	6 1/2 to 7 1/4
February	,,	4 93	,,	6 3/4
March	,,	5 04	,,	6 3/4 , , 7
April	,,	5 17	,,	7 1/2 , , 8
May	,,	5 58	,,	8 , , 8 1/2
June	,,	5 66	,,	8 1/2
July	,,	5 84	,,	8 1/2
August	,,	6 34	,,	8 1/2 to 9 1/2
September	,,	6 90	,,	9 1/2 , , 10
October	,,	6 84	,,	9 1/2 , , 10
November	,,	5 92	,,	8 1/2 , , 9
December	,,	5.95	,,	8 1/2

The average price we paid for each hog in 1905 was \$10.81, or an average price of \$5.73 per cwt. The price we received for the sale of hogs was ⁸8.25 dressed weight. These Hogs are slaughtered, chilled and delivered to our customers free to any part of the city.

1906	per cwt		per lb
January pork cost us	\$6.14	we sold at	8 cts to 9 cts.
February ,,	6 36	,,	9 cts
March ,,	6 72	,,	9 cts to 10 cts
April ,,	7 17	,,	10
May ,,	7 18	,,	10 1/2
June ,,	7 13	,,	10 1/2
July ,,	7 47	,,	10 to 10 1/2
August ,,	7 73	,,	10 1/2 to 11 1/2
September ,,	7 69	,,	11 to 11 1/2
October ,,	7 48	,,	10 1/2 to 11
November ,,	7.68	,,	10 to 10 1/2
December ,,	7.02	,,	10 to 10 1/2

If you will note the difference, hogs for 1906 cost \$14.15 each. More than what one of the members of parliament said they cost. The average price for 1906 was \$7.06 per cwt live weight.

If a farmer brought in to us a car load of hogs he got the same price as the man who ships to us every day in the year. We make no differences.

The price that hogs brought that year was \$10.11. After you figure out at what a hog will dress at, take into account the freezing and delivering, and you will discover that the profits are not so large.

1907	per cwt	per lb
January pork cost us	\$7.00 we sold at	10 to 10 1/2 cents
February	7 41	10 1/2
March	7 48	10 1/2
April	7 62	10 1/2 to 11 1/2
May	7 56	10 1/2 to 11 1/2
June	7 49	11 1/2

The first six months of the present year the average cost price of hogs was \$14.98 per hog or an average of \$7.40 per cwt live weight. The average price we received for it dressed was \$10.78.

Q. Farmers have recommended the raising of sheep ?

A. We get a few and are prepared to give you some figures on sheep.

1905	per cwt.	per lb
January sheep cost us	\$4.25 we sold at	7 1/2 to 8 cents
February	4 25	7 1/2 to 8 cents
March	5 50	7 1/2 to 9 cents
April	7 27	9 to 12 1/2
May	6 60	12 1/2 to 14
June	5 75	12 to 14
July	4 67	10 to 12
August	4 48	9 to 9 1/2
September	5 59	8 to 9
October	5 01	10
November	6 52	10 to 11
December	6.16	10 to 12

The average cost per head for our sheep for 1905 was \$4.88 or \$5.25 per cwt. The average selling price was \$9.87, that does not include the pelt.

Sometimes we get sheep not wellfed. A poor sheep is the hardest thing in the world to improve. There is a difference as to how a sheep will dress. If a sheep has his coat on and it is damp weather it will dress very badly. In good weather they will dress 50 per cent. Not shorn they will dress less.

1906		per cwt		per lb
January	sheep cost us	\$9.01	we sold at	10 to 11 cents
February	..	7 52	..	8 1/2 to 12
March	..	7 65	..	10 to 13
April	..	6 52	..	12 to 13
May	..	7 26	..	12 to 14
July	..	6 28	..	11 to 14
August	..	6 15	..	11 1/2 to 12 1/2
September	..	6 53	..	12 to 12 1/2
October	..	6 33	..	11 1/2 to 12
November	..	5 66	..	11 to 12 1/2
December	..	6 37	..	11 1/2 to 12

The average for the year 1906 per head to the producer was \$5.87 ; per cwt. \$6.88, delivered in the yards in Winnipeg. Average selling price, \$11.80 per cwt.

The following is for the first six months in 1907. We got no sheep in January 1907.

1907.		per cwt		per lb
February	sheep cost us	\$6.72	we sold at	12 to 13 1/2 cts.
March	..	6 88	..	11 1/2 to 13 1/2
April	..	7 17	..	13 1/4 to 14
May	..	7 35	..	12 1/2 to 14
June	..	6 77	..	12 1/2 to 14 1/2

The average cost of our sheep was \$7.45 per sheep for the first 6 months of 1907. The average cost per cwt was \$6.95 ; average selling price \$13.43.

Mr. Middleton :

Q Explain how sheep were so high in January 1906 ?

A We were short of frozen mutton and men who had sheep did not want to sell. We just had to have it. That is all. Sometimes the farmer can make us sweat.

Mr. Haggart :

Q All that is the result of the selling prices at the factory ?

A Yes

Q That does not take into account the offal ?

A No, other than the heart tongue and liver.

Q Do you not charge for them ?

A No, that is a present to the purchaser of the carcass.

Q Then what other offal is productive to the manufacturer ?

A. The offal is our profit. The hoofs, bones and casings are thrown away by others, but we do not use the blood just now. We are too far away. The farmers do not think that they need anything of that kind for their land yet.

Q And for an ordinary beeve what would be the value of the offal ?

A The hide of a bullock will be 55 or 60 pounds at the outside. The way the market is today and has been for some months I do not think you can figure on more than 6 1/2 to 7 cents a pound on hide. For instance, a No 1 steer hide not branded is worth 8 cents a pound, branded, 7 cents, or a cent a pound off.

Q Seven cents a pound would be a fair average for everything?

A Yes, \$4.20 per hide.

Q You get 7 cents where you pay 4 to 5 cents live weight ?

A Yes, but we have had to take a proportion of our profit to make the beef. Beef costs \$5.50, now 10 cents of that would have to come out of the hide to even up the beef.

For instance, during the last six months more than one cent a pound would have to come out of the hide because the cattle was so high. It looked an exorbitant price to charge 10 cents in the month of July but we were pay 6 cents and the cattle dressed at 54 per cent.

Q What other by-products are there ?

A Something out of horns, shin-bones, hoofs,, everything outside of blood. There is the tallow.

Q How much do you think that that would amount to in dollars and cents for a 1000 pound beeve ; full amount to the outside of hide ?

A When you are killing stallfed cattle, 40 pounds of tallow worth \$1.20 in the raw state. Grass cattle 25 pounds of tallow worth 75 cents. Sometimes there is no tallow at all. I think making a conservative estimate what is left outside of the hide of the bullock take it the year round is worth \$1.25 to \$1.50 a head. We cannot give you that exactly.

Q. And that enables you to sell dressed beef to the retailer or to the public at less than the actual amount for what you pay for dressed beef in the stock yards ?

A. Yes, I am willing to give what our percentage is to the commission. The statement has been made that our profits are exorbitant. Your auditor can verify that.

Q What are your net profits on the gross earning for the last four or five years ? We would only ask it for the information of the Commissioners, and if you desire it we would not allow it to be made public ?

A I would just as soon that it were made public. Do you not feel a little sore when you are not guilty ? If the Commissioners say that our prices are exorbitant I am prepared

to abide by their decision. The heart and liver is always given. in. A purchaser will take 5 carcasses, 5 hearts, 5 tongues and 5 livers, they are given free.

Q You do know abroad whether they give it to their customers?

A I do not think they do.

Q It might be as well for you while you are giving this data to the commission to make a statement with reference to the export business

A We did not think it was necessary to go back for more than a year. This is the export statement for 1906. We made some profits in that year. The year before we had a deficit. The year 1906 was not the most profitable year, but it was the most profitable for a number of years.

Statement showing average price paid for export cattle for the year 1906 :

This is at Calgary, Macleod, Medicine Hat, we pay freight weighed off cars here. Say Mr: Middleton ships a car to Montreal. We buy them ; we assume freight from point of shipment. This is at point of shipment. Or add 45 cents per cwt. to this in Winnipeg. We take the basis 45 cents.

1906	per cwt		per head.
May export cattle cost	\$2.25	live weight or	\$59.21 each.
June	4.00	,,	52.60
July	3.95	,,	60.40
August	3.65	,,	49.55
September	3.41	,,	48.90
October	3.42	,,	45.80
November	3.45	,,	42.70

You will naturally think that this is for export steers. But this is for steers, cows and for heifers in 1906. The average price we paid for them per cwt was \$3.62 live weight for 1906. We paid an average of \$49.95 as an average for the whole year to the rancher. These are the cattle we bought. We bought some 12,000 mixed lots. Some would not be suitable for export. For these we paid \$43.25 average, at point of shipment. They were bought by the dollar.

In the cattle I gave you weighed off cars there would be a greater percentage of steers than there would be in the 12,000. And the price of the 12,000 would be reduced.

We export the proper kind of cow if she is heavy.

Q Of that 12,000 were they are exported ? A Yes

Q I suppose you would buy a bunch of cattle, say 50 or 100, and they would be sorted out here ?

A The rancher says : "I have 250 head". He puts his price on them. We say ~~XX~~ 75 of them will do for export, or there are 100 exporters, 100 butchers and 50 steers to go back to the ranch. The 100 butchers we take in the abattoirs, the other 100 goes through exported and the ranch cattle are sent back. The great bulk of our cattle goes to London, Liverpool and Bristol.

Q You do not sell in Montreal ? A No

Q Have you any other statement to make with reference to export cattle ?

A No, unless the commissioners wish

Chairman :

Q How many thousand cattle were there for which you paid \$49.25 a head ?

A There were 21,790 for which we paid the \$49.25. There were 14,448 heifers and cows.

Mr. Haggart :

Q In addition to the large plant you have in Wi nipeg you have packing houses and cold storage houses at other points ?

A Not packing houses. Take Kenora where in the summer we are selling 60 or 70 carcasses. It is a coöler. It is solely used to supply the butchers there. It is shipped in in refriger ator cars to Kenora and put in the freezer. A butcher can get one or five sides of beef there. No shrinkage to him.

It used to be that he never knew how to buy his beef formerly We have Kenora, Fort William, Port Arthur, Rainy River and Sudbury.

Q You have none west ?

A None west at all. If you notice these houses are located where meats have to be shipped in ; where they do not grow meat? We do not interfere in the west.

Q What plant have you or facilities in Montreal, Toronto or East ?

A The only plant in Montreal is in connection with the export. We bought some years ago our own stock yards. We own and control our own stock yards in Montreal where we feed our own cattle.

Chairman :

Q I read in a newspaper that you exported 75 per cent of the cattle exported from Canada ?

A We exported last year 73,000 head of cattle. These cattle were exported from Alberta, Saskatchewan, Manitoba,, Ontario and Quebec and Chicago. We handle a great many cattle from Chicago. We are compelled to do it.

Ironside writes to me and says "How much space shall I keep ?" I say: "Seven thousand." He will make arrangements

for 7000 spaces. Probably we have rented a steamer and the cattle gets away. We are 700 or 800 cattle short for the boat. If we cannot get them handled in Ontario we go to Chicago.

Q You have other plant and property west ?

A We have ranches in Alberta and Mexico.

Q No stock yards ?

A No

Q Then your operations are not confined to here ?

A No in Chicago and Mexico. Our charter is a dominion charter.

Q How do you operate in Mexico ?

A Our property is held in trust for the company.

Q What is the amount of capital invested in your business ?

A I might say that the firm of Gordon, Ironside & Fares is a close corporation outside of three or four of our men. We never have to make a statement as a charter company. If the commissioners want that statement I will have no objection to giving it to them.

Q It might be of use in this way. Suppose you had a quarter or half a million and the general profits of the business were dependent on the profit ?

A I understand.

Q I do not want to know. Tell the commissioners ?

A You say how large a capital we have. Perhaps the commissioners would also like to know our turn over. Now, our packing and export turn over amounted to \$9,000,000. Last year.

Q Practically you do control all the export business of the Dominion ?

A I have for the last six or seven years, though we have shipped probably not one half, but much more went through of our cattle than has gone out of Canada. However, this present year we have shipped out 75 per cent of the cattle from the Dominion of Canada.

Q You practically ship all from the western province ?

A Not all but a big percentage. We are practically all the exporters here except a new man named W.W.Brauer. Bater & McLean, Daniel Doughlin and H.A.Mullins are simply commission men.

Q In buying cattle from the ranchers or farmers, Mr. Gordon, your firm can practically fix the market price ?

A Well, no, I do not think so. You see the export business is not a monopoly. There are only a few exporters left.

The export business is a most deceptive business. You buy cattle in Alberta at a certain price. You try to figure that there will be a dollar or two in that the other side.

The market goes up or down half a cent at a time and sometimes one cent a pound in one day. Now, you can see that a man who is exporting, if not strong financially, he will get hurt.

Time and again I have sat in my office and had returns coming with a loss aggregating \$50,000 before they made a change. But we ship the whole year round, and of course we do not always have losses. If we did we would be out of business

Coming back to the question of control, if we control it we do it by ourselves. Probably our organization is a little better than most men have. Mr. Ironside looks after the east, Mr. Fares the West and I the centre. I will say this much that both Mr. Fares and Mr. Ironside are experienced men in the cattle business.

Q With such an executive, such a plant and business and such experience they would naturally give you an advantage over a new man with less resources ?

A Yes, absolutely everything to do with
go to a farmer and let him know his price.

A You are a lawyer. I am an exporter. If I went to appear before a judge and jury no man would expect me to take the place of a man of experience there.

Q Then the prices you are able to offer to the farmer and rancher are dependent upon the results that you expect will flow from the other side ?

A Yes

Q You are always in touch with the Liverpool market ?

A Always

Q It is governed by supply and demand ?

A Supply and demand.

Q And at times I suppose you get a little more than you expected ?

A Yes, we get pickings as well as the other side.

Q And some times when there is a glut they are not very anxious to buy ?

A You get in with the Scotsmen. They only want 500 head and there are 800 they can trim you.

Q Better than you can the rancher ?

A A hundred per cent better

Q You buy the butcher cattle to sell them in Winnipeg and in Sault Ste Marie, Fort William and other places where you have agencies, what determines the price offered for butcher cattle?

A Supply and demand. You take in the spring of the year. For most of our cattle in the spring the farmer says I must have 4 cents or more and if the farmer holds out you have to pay him his price. If you do, you have to sell your beef at a price to leave a profit taking the by-product into consideration. The farmers have absolutely everything to do with the price. I cannot go to a farmer and dictate to him his price. He says

"You give me so-and-so". You have to give it. He can sell to somebody else

Chairman :

Q They say that they cannot ?

A There is absolutely nothing in it. And Mr. Campbell gets just the same rates to Montreal for his cattle as Gordon, Ironside & Fares. If a farmer brings a car of cattle in to the Winnipeg they have the facilities there the best on the continent. The brings in a car of cattle and he does not have to sell to Gordon, Ironside & Fares. He can ship to Toronto, Montreal or any place he likes. There is absolutely no corner whatever He can bring his car of cattle here. The C.P.R. charges him 70 cents per cwt. He says it is too much. He can bring his hay up there. He pays no market charges, but only 5 cents a day for yardage.

Q Excepting that you have your yards and your feed along the line sold to you ?

A You cannot expect any corporation, the C.P.R., or anybody else to feed his cattle and carry away his manure when there is absolutely nothing for themselves. It is only fair that they should charge a little for hay and yardage.

We buy our hay from the farmer We try to buy it as cheap as possible. It means a good deal in the yard. When we can buy hay cheap in Winnipeg for White River we buy it there, or buy it in Ontario if it is cheaper.

Q There are four other abattoirs though not so extensive as yours ?

A Gallagher, Holman, Lafrance Company, The Western Packing company, Mitchell & Sturgess, J.B. Lauzon and Griffin's

Q Does there exist in Manitoba between you or your company and these other abattoir owners or any of them any arrangement, agreement or understanding as to the fixing of prices for live meat ?

A Absolutely none. Only this on the 1st and 15th of every month we send out a letter quoting prices of hogs and cattle, to everybody in the trade. .

Q And that price is fixed without reference to any other establishment in the same business ?

A Absolutely, and it is not fixed at all. Very often we will be paying 1/2 or a quarter of a cent more or less than the fixed. Griffin's may have a large run of hogs and will not buy in the market. They have all they can handle.

Q Does there exist between them or any of them and your company or any member of your company any arrangement, agreement or understanding, or has there existed any arrangement, agreement or understanding fixing the price of dead meats to the retailer or ~~producer~~ public ?

A There is not nor has there ever been. If we are selling our beef too cheap very often some of the other wholesale men will notice it. There is absolutely not any understanding. If I pay a price for cattle the other man must pay the same price or not get the cattle. They therefore cannot cut the price for beef, unless they want to ~~add~~ it for nothing. We send circulars to every body that has shipped us a hog.

Chairman:

Q To the other packing houses ?

A Sometimes . We sometimes get a circular from J.Y.Griffin. It is absolutely independent of ours ; not based on it. We will send out circulars for hogs at 6 1/2. I do not see their circular ; they pay 6 3/4. They will gradually come down.

Mr. Haggart :

Q It is charged that there is a beef trust. Sometimes there are twin corporations. Sometimes a person would have stock in both corporations or be a director of both. Has any shareholder in your company any stock or proprietary interest in any of the other companies in the same business as yourself ?

A Absolutely not a dollar and no person has a dollar in ours, outside of three or four of our men.

Q Is there any arrangement, agreement or understanding that when one company in Winnipeg has made a bid at the stock yards on a lot of cattle that the others will stand back ?

A I do not know today of any place in Canada where competition is as keen as it is in the C.P.R. stock yards. The commissioners can see that competing is being done. The trouble is that it is all too much the other way. If competition was not so keen there would be more people in the business.

Q I think you told us that the farmer or rancher in shipping receives the same treatment as the ordinary dealer ?

A They get exactly the same price for hogs as the dealers. I might say that we have in nearly every district in the Province of Manitoba some person who hogs. If we pay him as much as any person else we will likely get the hogs. If we don't we won't. There are one or two other men in the province, independent men, that have butcher shops and sell their product to citizens and farmers. They went into the hog and cattle business to better collect their money. They sell the farmer \$50 worth of meat, the chances are that if he has hogs the butcher will get his money back. ~~kind of a~~ The retail

Q There is no arrangement, agreement or understanding between you and your retail customers that they shall fix their selling prices at a certain sum ?

A As far as any understanding is concerned I do not think that I have ~~spoken~~ to a retail customer as to what he should sell his meat for. I have always felt that I was right when I said that they were doing their business wrongly ; doing too much credit business ; that is the chief source of the trouble. It is further stated that we control retail shops. As to that we have not a claim, not to the ~~exit~~^{use} of a five cent piece on them, over and above the ordinary account. I will say this that probably in one or two cases that when a party started first they had not sufficient capital we gave them some assistance, but they paid interest, and they paid for their goods. If we did not sell them goods as cheap as anybody else they could go elsewhere.

Q In a city paper a correspondent states that these retail butchers, who are apparently good men, were afraid to tell the truth, and that they were controlled by the wholesale men ?

A It is absolutely untrue. I think that the commissioners should insist that they should apologize. I do not think that any paper or any citizen has a right to censure a man without proof.

Q It is more serious than that. It is practically you men with subornation and inciting to perjury.

A It is a wrong thing to do. I am not aware of any person who would make a charge of that kind. It is not true. It is absolutely untrue.

Q You have no control over any of these men ?

A I have no control. I have not interfered. The retail butcher can buy from the farmer or from whoever he likes.

Q It is in the interests of the retail butchers to buy from the packing houses. A man starting in business in the old days with \$500 or \$700 had to go out in the country and bring the

cattle in. He had to have a car load at a bout a thousand dollars and he had to have a herder. A man today with \$500 can go into the retail business, and he says to the packing house, I want a bullock or a hog or a sheep. He can come back and get another. He has not got to keep his capital tied. He can have a better assortment. We get a man who comes and buys 10 or 15 carcasses of the best beef. It is exceptional to be able to buy like that outside of the abattoir.

Q Do you prepare chilled beef ?

A Yes. Any person that think he cannot get his price can have the animal killed for \$1 and get the hide and everything except the horns and hoofs. They say "We will sell you this hide and tallow".

Q You do that for David Finn and other butchers ?

A Yes.

Q They are practically in opposition to you ?

A Yes, the only advantage we have is our killing cost us 50 cents and we charge them 75 cents per.

Q It has been discussed here by practical men that the fact that meat comes from a modern and up-to-date abattoir it is better and more attractive, that the butcher can afford to pay a better price, and I think that that is conceded. Now, do you not think that inspection of meat is a very important part of the business ?

A I think it should be inspected here the same as in other places. I would like every carcass inspected and the certificate stamped right on it. Hundreds of cattle come in here not inspected. They are killed in the country. They are not properly bled and they are brought in here and sold for food. We do not want them to go through our abattoir but something should be done. It should not be scattered all over the city.

Q Should there not be some skilled person in your abattoirs to inspect ?

A The city has a man there every day, as to his qualifications, I do not know. I know he is pretty particular. But his certificate, however, should be stamped on every carcass.

Q At the killing you may find some defect or disease. The local butcher says it is pretty hard for the poor butcher to lose \$40 or \$50 on a diseased carcass ?

A With many and many carcasses of beef it is that way. After opening the whole carcass of a bullock has been found to be fairly alive with tuberculosis, They are as fat as possible but literally rotten inside. We run them into the tallow tank. That is a great temptation to the local poor butcher. There should be an inspection at all killing points.

Q That is more satisfaction than half a cent a pound cheaper ?

A It will affect the consumer of meat certainly.

Q I think you told us that you had no advantage with the C.P.R. other than the fact that you have your places along the way?

A Was the statement given here in evidence that the large exporters got a rebate of \$10 or \$15 a car ?

Mr. Middleton : It was, certainly, hinted.

A I think it is very unfortunate that Mr. Lauzon should make any assertion on rebate that he could not prove. His brother does not get it. There is no exporter in Canada that gets it from the C.P.R. I do not know about the other railways.

Our business with them was a million dollars in a year. Surely if anybody should get any privileges from them it would be us but we never got the hundredth part of a cent.

The only thing is then, and it is a good deal, they permit us to feed our own cattle with our own hay in Schrieber and

White River, and in Montreal we have our own yards. It is an advantage both ways, because having our yards there the C.P.R. get all our export trade pretty nearly, but when anybody says the C.P.R. is giving a rebate we have not got it.

Q I think Mr. Lauzon made some reference to rebates on steamships ?

A He said they gobbled up the space and shoved the little man out. Ironside might ask me : "What amount do you want for August?" But he may not take a foot of space until the cattle are on the road. The steamship companies are reasonable. There is no monopoly of space.

Q Your company does not gamble in buying space ? A No.

Q Have you ever run up against speculators of that kind ?

A Ranchers, many of them, have the idea that the exporters were making too much and they thought they would ship their own cattle. It has been my privilege to see some of the statements of the ranchers and it would look to me as if they paid from \$3 to \$4.50 for handling the cattle than what it cost us. I think we can export a bullock \$3 cheaper

Q The rancher is altogether in the hands of the commission men ?

A Positively. The commission merchant must have something for his work.

Q And you do the work yourselves ? A Yes

Q There is nothing like this : from the steamship or C.P.R. companies what when a man has exported up to a certain number say 10,000 or 20,000 then he would get a rebate ?

A Take the present. I do not think we have paid over twenty-five shillings for ocean freight ; I think the reason is we control most of the cattle ourselves. But when there are four or

like this, and in New York we have our own yards. It is an advantage both ways, because having our yards there the C.P.R. get all our export trade pretty nearly, but they naturally want the C.P.R. to give a rebate we have not got it.

Q I think Mr. Cannon made some reference to tobacco ships?

A He said they got up the space and showed the first one out. I should like to ask you: "What amount of space did you want for the goods?" But he may not take a lot of space until the goods are on the road. The steamship companies are responsible. There is no necessity of space.

Q Your company does not gamble in buying space? A No.

Q Have you ever run up against speculation of that kind?

A Sometimes, many of them, have the idea that the export trade is making too much and they thought they would ship their own cattle.

It has been my privilege to see some of the agents of the company and it would look to me as if they were from \$3 to \$4.50 for small and the cattle that they sent me.

I think we can export a bull for \$5 cheaper.

The rancher is also better in the hands of the company.

I think the company is better in the hands of the company.

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I think the company is better in the hands of the company.

or five commission men all looking for freight and they all want 100 spaces it will increase to one or two thousand. And up goes space five shillings. We can understand where one man is taking space and ten men are looking for space. If the steamboat people thought that at 25/- they would be losing money they would raise it ten shillings in a minute. They know nobody. And it is dollars and cents with the C.P.R. They have to pay dividends on their railway the same as the steam boat lines.

Q The smaller shippers are very loud in their complaints as to bringing stock into Winnipeg. They say the stock is held on the road, it suffers from inclement weather, is kept on the train for many hours and then it is dumped on the scale by you abattoir men after excessive shrinkage ?

A If you had 25 or 30 cars of cattle you would naturally expect to get a better run than an ordinary freight. Your complaints are mostly in the province from local men. These local men get quotations from the packers. For instance, supposing you were at Pilot Mound and you brought in a car of hogs. I quote a price. They go down half a cent you get it. Or they go up you get it. I quote 6 cents per pound for a car of hogs. Hogs go down to 5 1/2 you get 6. If they go up to 6 1/2 you get 6 1/2. I do not know any other business in the world that is done that way. He goes out and buys a car of hogs and if the hogs went down it would make a serious loss.

Q You do not want to squeeze him out ?

A The business man that wants to squeeze his customer is not a business man. We have made that rule and have found that it has worked out well. Say hogs went down. To a man not a regular customer he would only get 5 1/2 cents.

It being lunch time the Commissioners adjourned until 2 o'clock in the afternoon when the proceedings were resumed with Mr. Gordon still in the witness box.

TO MR. HAGGART : --

Q. Since the adjournment I took occasion to read a communication to The Winnipeg Tribune. It is a letter inserted with big black head letters and it is signed "A Butcher's Assistant."

Now, that gentleman assumes in his letter to know something about the beef trade. It is not very important, but it makes serious reflections on the retail butchers who came here without subpoena and gave truthful evidence, and have given up their business practically to the commissioners.

There is a reflection upon these men to this extent. What I am going to ask you to do is to direct the secretary of the commissioners to issue a subpoena and that the commissioners request the secretary to attend upon Mr. Richardson and get the name of this anonymous correspondent. Attend with conduct money, and if he does not get the name we will subpoena Mr. Richardson and get the name from him. If any person can give us information we will have him here as well as write to the newspapers

Chairman : I do not wish to cast reflections upon anybody under oath.

Mr. Middleton : We cannot prosecute.

Mr. Haggart : Your subpoena is as effectual as that of the Court of King's Bench. The following is the letter :

The Winnipeg Tribune Wednesday August 14th, 1907.

BUTCHERS ARE RELUCTANT/.

"Apparently Afraid to Express Their Candid Views Before the
Beef Commission Sitting in Winnipeg.

" To the Editor of The Tribune.

"Sir-The beef commission is again sitting in Winnipeg and a careful reading of the evidence given so far as reported in the city newspapers, amounts to nil. The retail butchers have in the past, at the meetings of the retail butchers association, passed resolutions in favor of this city establishing a public abattoir as a remedy for the extortionate prices charged by them by the private -owned abattoirs.

"Now why don't those retailers who advocated a public-owned abattoir in meetings of the Retail Butchers association, come forward now before the commission and state their reasons for advocating and passing such a resolution?

"There must be some reason for their not doing so and I am somewhat surprised that the commission has not surmised what that reason is before now.

"The reason why the retail butchers are so reluctant about expressing their views before the commission is because they fear the people associated with the abattoirs. The uninitiated might ask why should the retailers fear the abattoirs when they pay for what they get and are therefore under no obligation to the abattoir 'king'?

"Let me tell you what the retailer fears and why he hesitates to talk before the commission. The abattoirs control the meat supply which the retailer must have access to if he remains in business. The retailer who should so offend the abattoir interests in this city would be so hampered by them that he could make it absolutely impossible for him to do business.

This could be brought about in this way . Suppose a retailer wanted veal, lamb or in fact any kind of meat, his ~~stock~~ ^{it was} was low and ~~in a~~ most necessary that he get it at once to hold the trade of his customers. He would telephone abattoir No. 1 to send him such and such , he would be told by the abattoir people in a most polite way ,--sorry, but we are all sold out or, all our present supply is contracted for. We would then ring up abattoir No.2. only to get the same story. It is alleged by retail butchers who have run foul of the abattoirs on previous occasions that this is the sort of treatment that is meted out to them. It is obvious to every thinking man who knows anything about the meat trade in this city, that the abattoirs have the retailers by the throat. The retailer is afraid to open his mouth against the abattoirs else they would so harrass him as to compel him to go out of business. Therefore the retailers appearing before the commission are not telling all they know, in fact they are ~~not~~ telling just as little as they can help for fear of the abattoir 'kings' getting after them afterwards in the manner which I outline above.

"The investigation is going on and the commission is making little or no headway in the collection of evidence that amounts to anything.

"The retailers claim that their gross profits are from 20 to 25 per cent, out of which they have to pay store rent, help, maintain a delivery system, pay bookkeepers and collectors in the conduct of their business. Then the retailers allege in the meetings of the Retail Butchers' association (and they should know what they are talking

about) that the abattoirs are making from 40 to 50 per cent gross profits.

"In other words the retailer alleges that the abattoirs make a 100 per cent more profit than the retailer. Now, the public claim that it is being charged too high a price for meat. True, the public is paying a high price for meat, but who is responsible for the high price? Is the retailer or is it the abattoir, or doth? Now, sir, I claim that the only way to ascertain the true facts is to make a careful and minute examination of the books of the abattoirs and also of a few of the principal retailers with a view to ascertain who is making the big profits and why the consumer should pay 20 cents a pound for beef steak when cattle at country points are being bought for two and three cents a pound.

"A thorough examination into the books of the abattoirs will reveal the fact that the retailer is not responsible for the high price of meat.

"The commission, if it desires to be of any real benefit to anyone, should adopt the course I outline and see who is making the big profits out of the meat industry in Winnipeg.

BUTCHERS ASSISTANT.

"Winnipeg, August 14, 1907."

Mr. Haggart :

Q. Mr. Gordon, since adjournment this morning the stenographer has looked up his notes of Mr. Lauzon's evidence and Mr. Lauzon states this : "The big fellow can ship today from this ^{cattle} province to Montreal and pay the same price as myself but "when they get down there they get a rebate

"Q. Can you prove that ?

"A. Yes, by my brother in Montreal. He ships 64,000 head "of cattle on the Grand Trunk and the C.P.R. in Montreal a "year. My brother gets \$10 a car commission. Why? Because he "saves \$15 a car by freight alone. There is the point. Gordon "can take cattle and ship them to Montreal and it does not "cost him anything to get them here, and when he gets them to "Montreal he gets a rebate besides."

A What does he mean by that "get them here?"

Q. I do not know what he means.

Chairman : He means to buy them here and charge freight up to the man who ships them from the west

A It is very seldom we ever ship butcher cattle past here. We have done it once or twice within the last two or three years That was when the yards were congested. We have shipped to Montreal or Toronto once or twice. When Mr. Lauzon swears that we got a rebate from the railway company I think it is the duty of somebody to make Mr Lauzon come here and prove it. I say it is an absolute and deliberate falsehood. Those who know pay very little attention. I have not so much respect for his word, but this goes out through the country. People say that here is another graft of these monopolists. If Mr. Lauzon says his brother does that and he can bring his brother here from Montreal and can prove it I ~~can~~ will pay the cost and charges of this whole commission. It is a deliberate

Mr. Haggart :

Q. Mr. Haggart, since adjournment this morning the attorney

has looked up his notes of Mr. Lawson's evidence and Mr.

Lawson states this : "The big fellow can ship today from this

"province to Montreal and pay the same price as myself and

"when they get down there they get a reward."

Q. Can you prove that ?

A. Yes, by my brother in Montreal. He ships 24,000 lb.

"of cattle on the Grand Trunk and the C.P.R. to Montreal.

"Yes, my brother gets \$10 a car sometimes. My brother in

"sees the car by freight alone. There is the point. He can

"can take cattle and ship them to Montreal and it does not

"cost him anything to get them there, and then he gets paid to

"Montreal he gets a rebate besides."

A. What does he mean by that "get them there"?

Q. I do not know what he means.

Chairman : He means to pay them here and charge freight up to

the men who ship them from the west.

A. It is very seldom we ever ship butcher cattle past here.

We have done it once or twice within the last two or three years.

That is when the yards were congested. We have shipped to

Montreal or Toronto once or twice. When Mr. Lawson's evidence

was given I got a rebate from the railway company I think it was

10% of the freight to Montreal from the west and from 10% of

the freight to Toronto from the west and from 10% of the freight

from the west to Montreal. I have not the figures at hand.

Mr. Haggart, this is not the same as the evidence of Mr.

Lawson that he can ship today from this province to Montreal

and pay the same price as myself and when they get down there

they get a reward. Is that correct ?

attempt at telling what is absolutely untrue. I feel it very keenly. I respect my name more than all the money I am worth or will be worth. Make him prove it or else get up and apologize Mr. Haggart :

Q His statement is made on oath ?

A If I make an absolutely false statement can you do anything?

Chairman :

Q I quite sympathize with you although only a farmer.

This matter has been brought to our attention. I wish to draw your attention to another. There was another gentleman said that he would not give this information under oath. He stated the same matter to us. I will give you his name. It is Mr. Glen Campbell who told us that he and others were going to get up a commission company for exporting cattle, that he had written to Lord Strathcona, who knew him since he was a child, to ask him if he could get the same privileges from the C.P.R., as Gordon & Ironside got in exporting cattle, that this reduction consisted of a dollar a head reduction, say, if you shipped a thousand, and that Sir Donald Smith replied that he would do what he could to see that Mr. Campbell got the same privileges as you got. That is as near as and as honestly as I can give you his evidence given not under oath.

A I am pleased indeed, Mr. Chairman, that is the first information I have ever had that we get \$1, or \$50, or \$5 whether we ship one bullock or whether we ship 10,000, let alone receiving the money. The second vice president of the railway lives in the City of Winnipeg. I think Mr. William Whyte ought to come here and also his freighter. Because if they made that promise we ought to get the money. They have it in the treasury. I am glad Mr. Glen Campbell would not say it under oath.

I am glad to say, Mr. Chairman, that I am not here with any ill-feeling against anybody, but when a man comes and assails me I must answer them. If I have made more why should any body be jealous ? We have had no assistance from the railway corporation. If you ship 4 cars of cattle you get them shipped for exactly the same. If there is any grievance at all I have it against the C.P.R. myself

It seems since the early '90's when I started out to buy cattle first they got the impression that the C.P.R. were part and parcel of our firm. It was stated that it was said by Sir William Van Horne that the C.P.R. were at the back of Gordon & Ironside. They are not. I want to say right here it never gave us a dollar advantage over any other shipper in Canada. I cannot make it any plainer.

Anybody says that we get a rebate is saying what is absolutely untrue. It has been stated to me : "Why do you bother your head about the commission?" I said : "Yes, but these thing hurt us all over the country. I find that the Hon. W.T. Finlay, minister of Agriculture for Alberta has made similar statements in public, and I say "Shame on Mr. Finlay". He should not do that unless he knows.

Mr. Haggart :

Q Since you have had such advantages over others in the shipping line can you tell us what the profits were per 100 weight of export cattle ?

A We have been accused sometimes of losing fabulous sums and of making them too, but we have let it go by. I want to say that in 1906 we shipped some 73,000 head of cattle ; our profits did not exceed one dollar a head. Or in other words, we lost on these cattle which cost us from \$49 to \$60 apiece

with freight added it will make the cattle cost \$87 in the old country.

In 1905 our profits on export cattle did not exceed 75 cents a head. I am making this under oath. and in 1904 the profits were on the other side.

That was brought about in this way. We were handling our cattle as all within ourselves. We handled our cattle from 2 1/2, \$2.50 to \$3.50 cheaper than what the ranchers do. If it cost us as much as it would the rancher then we would be behind.

Q You can supply transport cheaper because you have the facilities?

A Here is the whole thing. The commission man must have his profits. There is another commission man in Montreal and another in the old country. They are not philanthropists. Our work is done by ourselves. We purchase the feed and the cattle are sold by our own men.

Q The farmers told us that there were very few buyers in the country ?

A That is a revelation to me. One of the greatest things that we have to complain of is that there are too many men buying hogs and cattle. We start at Plum Coulee, Morden, Thornhill, Manitou, La Riviere, Pilot Mound, Crystal City, Clearwater, Cartwright, Killarney, Ninga, Boissevain right to Deloraine on the Embina branch of the C.P.R., there are two or three dealers at one place, and the same can be said of all the other lines.

Q Are they in your employ ?

A No, we send out circulars of the price of hogs. That helps. If the price goes up half a cent or if it goes down they get what we agreed to give them.

A man may buy several and ship to Gallagher, Holman, Lafrance company or perhaps to us. This circular satisfies them. We select the hogs and send him a cheque. It is stated that we have a monopoly because we advanced money to them. I do not think there are two men to whom we have advanced money. He can ship to Montreal as cheap as we can.

Chairman :

Q We have also had it that there are a great many buyers.

Mr. Haggart : Q Can you bring us a copy of the circulars ?

A Yes, we send it to any man that sends us a hog.

Chairman :

Q That is the only understanding you have between you and them ?

A Yes. It seems it is. If a farmer ships a car of hogs I give him the same price as I give the dealer. I told Mr. Baird that, and it is unfair to him at that. I know the dealers in the country will feel this is hardly fair. On the other hand if you made any difference you know what it would mean.

Q You have told us the profit on your turn-over for export cattle, give us the profits on the turn over of the packing business ?

A. Yes. These are the net gains on the gross turn over. I said to you that our turn over in the packing plant and export business was \$9,000,000, only a small proportion of that is in packing. ~~Our net profits on~~

Our net profits on our business in the packing for the year 1902 was 2.4 per cent on the turn over.

Ditto for 1903 was 3.7 per cent

Ditto for 1904 was 4.2 per cent

Ditto 1905 was 4.6

Ditto 1906 was 2.85

For fear that the statement might be made that our firm absorbs their profits in the way of salaries, for the handling of a business of \$9,000,000 we last year, that is, Ironside, Fares and myself each drew \$6000. I do not live like a prince but if I had no property or income besides that you know where I would go.

Our staff is better or as well paid as any in the City of Winnipeg. We pay our staff well but not anything more than they are worth.

Chairman :

Q This \$6000 is over and above percentages ?

A. Yes, it has to come out of the packing plant. It is probably not just business to do it but I will not keep anything back.

Q According to the statements you have made here you pay on an average of four and a fraction cents live weight or five cents for cattle whether butcher or export ?

A Yes

Mr. Haggart :

Q When the farmers tell us they only got 1 3/4, 2 or 2 1/2 cents a pound is the best they get, are we to assume that the local dealers absorb the profit ? Are they the shrinkers ?

A A man has five or six old cows. They are anywhere from 8 to 11 years of age. They have made the farmer lots of money. They have got so old now that they think that they had better get rid of them. He will get from 1 1/2 to 2 1/2 cents a pound for it, or whatever he gets it is all absolute profit. Of this class of meat you cannot sell one pound of it. It is made into Bologna, and it is sold sometimes very cheap. We want a bullock that will dress 54 or 55 per cent.

But the railways have done their best. our customers & deal

If you got of these beautiful old cows I speak of you would not want any more beef. That is the reason why I say to you I paid 6 cents in the month of June. This kind of pulls the average down.

Q The majority of those farmers who have been before us say that there is no money in raising cattle for beef, that they cannot make money and that they are losing money and are going into the grain business ?

A What percentage of farmers ? It cannot be our solid farmers. There is no farmer in this country that can afford to do that. Grow only wheat and they eventually grow only weeds. Instead of the great bulk of the farmers holding their cattle and feeding them they just rush the cattle in here in the months of September and October from all parts of the west.

Q It is accordingly inferior beef, they should hold them and feed them ?

A Three years ago we had to send to Toronto to supply the Winnipeg market with cattle. That is nice state of affairs. That cost us 6 cents a pound here. If the farmer would ^{make} a little more of a study of it instead of writing silly articles they would know. There is no market for cattle here in the fall.

Q Local cattle dealers complain of the very heavy shrinkage to which they have to submit ?

A Cattle and hogs are often on the road 24, 20, 18, 12 and 10 hours. I want to be fair in a matter of that kind. The business men of Winnipeg and the railway corporations know that the expansion has been so great that no one has been able to keep up with it. We have not to solicit trade, it comes to us. But the railways have done their best. And sometimes a deal has

been longer on the road than it should be. But that did not help the poor fellow who shipped the cattle. In cases where cattle and hogs have been held excessively long we have tried to give them the price.

Q A hundred pounds shrinkage is excessive ?

A No, shipping from Medicine Hat or Calgary they will ship from 75 to 100 pounds full of grass and water. In this province they will shrink 100 pounds. They will drink each one animal 4 pails of water weighing 100 pounds. The custom has always been to sell stock weighed off cars. When I buy from a commission I buy stock weighed off the car.

Q Do you think it is fair then that the man who lives 200 miles away to submit him to that ?

A We will take Yorkton or Calgary. When a dealer has a shipment in Yorkton the rates are 70 cents. The rate from Calgary is 90 or 94 cents. Usually we pay the Yorkton man 25 cents more because we have a lesser rate of freight.. He does not feed his cattle in transit. The Calgary man feeds his in transit. We as a rule do not buy much stuff close to Winnipeg. We know what every cars of hogs dresses. One man's will dress 77, 78, 72, another man's 74. You cannot pay men the same price for hogs.

Q Your name is connected with Pat Burns, what are your business relations ?

A We have been accused of this, that we sent Pat Burns out. He is a bigger man than any of us. For us doing that that we were sending him out to get the export cattle is absolutely untrue. There is no more connection in the business of Pat Burns to with any one of the members of the firm of Gordon, Ironside & Fares than there is between the chairman of this commission and me, and never has been.

Burns will sell to a man at the best price whoever he is. Only a short time ago we tried to buy a bunch of cattle from him but could not. He has gone into the north bought large bunches and has taken out butchers for himself and sold us the exporters. He is not an exporter. He usually buys these cattle in Northern Alberta. It is a great place for feeding. He puts his feeding cattle into large herds. Sometimes he has to receive cattle. Many times he has wired us for a trade. Sometimes we would get them. As far as Burns is concerned he and the C.P.R. are in the same relation to Gordon, Ironside & Fares. If they are partners of ours we do not know it.

Q You never determine as to what price you shall give a month ahead ?

A Yes, we have done this : Take Yorkton, say : Usually good cattle come from there. Dealers from there will say "what will you give us for cattle the last week in August ?" I have a case of it now. We sent out the price for one at 4 cents a pound for grass cattle to the 25th of this month. We may buy bunches of cattle that may take a month or so to get them out. For instance, we bought 6000 or 7000 from Burns. It will take a month to get them out.

Q Suppose they write back : "Yes, price at end of May 5 cents delivered in Winnipeg". It looks as if heads were put together?

A Say it is the 15th Of May "I will give you 5 cents." This man brings it in at 5 cents and his neighbour comes in and gets 5 1/4 cents he will get it. If his neighbour comes in and gets less , he, however, will get the same price. If I am paying only 4 3/4 he will figure on being paid 5 cents because he got the quotation.

Q You answer : "Price at the end of May will ^{be} pay 5 cents" ?

A Yes, we would have been delighted to pay 5 cents for cattle at the end of May.

Q The farmer who brought me that letter thought that there were signs of a combine or something like it if they could fix the prices so far ahead.

A He is very evil minded.

Q You must allow me to read the minutes of your board of directors ?

A We only have our annual meeting

Q It is nominally a corporation ?

A Yes, and we only have meetings once a year for the election of officers and passing the statement for the year and declaration of dividend.

Chairman :

Q. Is there an association among the wholesale dealers the same as there is among the retailers ?

A No, although the press says there is. Mr. Chairman, will you permit Mr. Hilton to read portions of the evidence of John W. Parker given at former sittings of this commission. It is taken from the Manitoba Free Press , dated Thursday, August the 1st 1907 ?

Chairman : Yes.

A: Yes, we would have been delighted to go to court for Willie

at the end of May.

Q: The farmer who brought us that letter thought that there

were signs of a conspiracy or something like it. Is that correct?

A: There are no signs.

A: He is very evil minded.

Q: You must allow me to read the letter of your board of directors

A: We only have our annual meeting

A: It is usually a corporation.

A: Yes, and we only have meetings once a year for the elec-

tion of officers and passing the statement for the year.

and declaration of dividends.

A: Is there an association among the witnesses denying

the same as there is among the retailers?

A: Although the press says that Mr. Sullivan

was in the city to read portions of the statement

and to give a former statement of his own

it is not true that he was in the city

on the 12th of May.

Continued: Yes.

Auditor Hilton reads from the Manitoba Free Press of the date August 1st 1907, an article purporting to be the evidence of one John W. Parker given at a former sittings hereof;

" In the old times, 35 years ago, they considered that butchers had a combination amongst themselves/ There was a arrangement by which one would make an offer, and no one would ever bid. Combines were not the growth, but it was now of such proportions as would destroy both producers and dealers. It was suicidal. There were some farmers working 300 or 400 acres who were not raising cattle or pigs, and it was ruining agriculture. We named five men in the municipality of Macdonald who 20 years ago kept 100 to 150 head of cattle and who now kept none. He had 15 head of fat cattle and he could not for a month get a buyer to come. At last one buyer came and made a low offer. Then he applied to several contractors and offered to supply beef at a cent a pound less than the butchers offered, and he made at least 50 per cent, more than by selling to the buyers in town. He thought that Gordon and Ironside controlled the whole business, but he could give no positive evidence. Three years ago he sold a car load to Gordon and Ironside. They allowed the cattle to shrink for 40 hours without feed or water before weighing them, and he considered the shrinkage excessive".

Mr. Gordon : That is absolutely untrue. We never allowed a man's cattle to stand in the yards an hour nor 40 hours.

We never bought this cattle from this man and allowed them to stand 5 hours let alone 40 hours. I do not remember the transaction. I take my oath we never allowed them to stand that long. It is likely never called on us and went all over the town for a couple of days and he has come back and we have bought them. The first thing we do before we select the cattle is to weigh. We always pay for the first weight even though the cattle is shrunk.

He says " He thought all the abattoirs with perhaps one exception were in the combine." I would make him prove that.

Further : "He sold hogs in Winnipeg three weeks ago at 10 cents. A man with just as good hogs as his had to take 6 1/2 cents two days ago. That price 6 1/2 cents on foot, was hardly equal to 8 cents dressed." Mr. Parker is evidently not an expert at figures.

Reading further from Free Press report :

"They stopped the cars in Winnipeg and paid two cents more for these Ontario hogs than they were paying in the local market. The butchers admitted it. They said they needed these hogs and had to pay the price for them. They did not pay the price to local producers. He could not sell to retail butchers. It might be that the retail butchers were held by the abattoirs so that they would not buy from farmers. They knew it, but could not prove it. The retailers dare not go beyond the price the abattoirs would buy at. The farmers' beef, killed at home, not chilled and not attractively done up would not sell for as much as abattoir-killed beef."

Mr. Gordon : In reference to bringing hogs from Ontario, we are the only people who have brought hogs to the city, except Swift's. We never brought hogs from the east unless we could get them up for less money. It is absolutely untrue. He says he cannot sell his meat to the retail men. The chances are that his meat was not properly slaughtered or was unsaleable. Anybody wanting to bring meat in in good condition will have no trouble in selling it. If we supply retail meat when we are losing money, if he has any charity he will buy from us when there is a little profit in it.. You never had any difficulty in selling ?

Chairman : No, I am pleased to say that I got half a cent more than the butchers.

A. He sold his hogs dressed at 10 cents and the other man sold then at 6 1/2 cents live weight.

Q. Witnesses have told us that there was a combine in the price of hogs though not in regard to cattle. Why is there more uniformity in regard to hogs ?

A. Last year we were paying 7 1/2 and I jumped it to 7 3/4. We all had to have hogs.. Figure the cost of your hog. The the cost it takes to put the product on the market. Figure what it will cost you to pay it down from Chicago or Toronto. The market for hogs is governed entirely by the market outside or what we can lay the product down here for.

Here is an editorial from the Tribune of February 11th., 1906. "Everyone who eats meat is interested in the price of meat."

It says : "In Ontario the farmers get almost twice as much for their beef cattle as the farmers of Manitoba get for theirs - yet the prices the consumers pay for their beef in the shops of Toronto is one-eighth more than the con-

sumers pay for the same quality of beef in the shops of Winnipeg."

Do you not think that men would be clever enough in the trade to ship down there ? The man that made this statement may be a clever editorial writer, but he is a child and an infant in other matters. At the prices we pay for butcher cattle we never could ship from Toronto. Beef there has been higher than it is here. The wholesale man of Toronto gets more for his beef.

Then he goes on to say :

"Who is benefitting by the absolutely low prices that farmers receive for their beef cattle ? Certainly not the farmers, who complain bitterly. Certainly not the people of Winnipeg who pay almost as much for their meat as do the people in Toronto - where the prices of cattle are twice as high as in Manitoba."

Here is another editorial from The Tribune of date the 19th., of February, 1906 . It is entitled : "What the People Pay."

Commence at the third paragraph.

Mr. Hilton reads the following excerpt from The Tribune as mentioned above : --

The Tribune has already published scores of letters from farmers in all parts of the country. These farmers are practically unanimous in stating that the average price they get for their beef cattle is 2 1/2¢ a pound live weight. That is to say, for a steer weighing 1000 lbs. the farmer gets not more than \$25. 00. The hide and other by-products of this animal pay the cost of slaughtering and preparing for delivery to the retail dealer. From this steer that weighs one thousand pounds six hundred pounds of marketable meat are obtained. These six hundred pounds of meat - according to the figures of a large retailer - sell as follows:-

Cut of Flank, 30 lbs. at 3 1/2 ¢	\$1. 05.
Shanks, 100 lbs. at 2 1/2 ¢	2. 50.
quiet and rough Fat, 20 lbs at 1 1/2 ¢	30.
Brisket, 100 lbs. at 4 and 5 ¢	4. 50.
Neck and Shoulder, 100 lbs. at 5 ¢	5. 00
Pair of Loins, 120 lbs. at 12 1/2 to 16 ¢	16. 20.
Ribs, Hips, and Round, (remainder of Beef)	
130 lbs. at 10 to 12 1/2 ¢	14. 50.
	<hr/> 44. 65

From these figures and calculations it will be seen that this butcher displays a desire to show how cheaply he sells. His figures are rather below actual prices received by butchers - but let us accept them as accurate. What do they show?

They show that the beef for which the farmer gets \$25 costs the Winnipeg consumer \$44. 65.

Mr. Gordon :

That information goes out among the farmers and you can quite understand this agitation. Richardson should come here and show us his evidence. It is usually the man that does not know anything about his business that writes the criticism.

Mr Richardson and some other politicians should say that they are wrong if they cannot prove it. I would do it. If I am wrong and if anybody in the trade has done anything wrong in this matter, I will apologize or go to jail. That is only British fair play. No private citizen should be maligned and falsified if not guilty.

On the same day he says : --

"The wholesalers and retailers therefore charge the people of Winnipeg \$19.65 for fetching a \$25 steer from the country, cutting it up, and delivering it at their houses."

I gave you what we paid for the cattle and what we received for the meat. You can see at a glance which is correct.

(Mr. Hilton reads Mr. Glen Campbell's speech in the Legislature as reported in the Tribune, January 18th, 1906.) Note. Mr. Campbell's speech is reported on page 15 of this Evidence. Mr. Gordon : Mr. Glen Campbell says the farmer gets 2 3/4 cents a pound, and he says he only gets \$10. Mr. Campbell's speech is absolutely ridiculous.

Q. We have heard a great deal of talk about public abattoirs. We want to know about these abattoirs in Toronto and Montreal. Do you know the present status of these institutions in these cities ?

A Yes, Because we were asked to take a large block of stock in the Montreal abattoir. It is run by a private corporation. I ^{know} that the Toronto one is a private corporation also. I do not know of any other places in Canada.

Mr. Gordon :

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(Mr. Hilton reads Mr. Glen Campbell's speech in the *Advertiser* as reported in the *Tribune*, January 18th, 1901.) Mr. Gordon : Mr. Glen Campbell says the farmer gets 2 1/2 cents a pound, and he says he only gets \$10. Mr. Campbell's speech is absolutely ridiculous.

2. We have heard a great deal of talk about public abattoirs. We want to know about these abattoirs in Toronto and Montreal. Do you know the present status of these institutions in those cities ?

A Yes, because it was found to cost a large block of work in the Montreal abattoir. It is not a private corporation. I think the Toronto one is a private corporation also. I do not know of any other places.

They are only regulated by the city as to cleanliness.

Chairman :

Q Mr. Lauzon drew a very vivid picture of conditions down there and comparisons with here ?

A. The railways companies deliver their cattle the same as here. You can come to the railway companies' yards and buy the cattle and you can take the cattle on the big hill where cattle is bought and slaughtered.. In Toronto I do not know how many slaughter-houses there are there.

In the City of Winnipeg anybody can kill a car of cattle. We will kill it for them at 75 cents a head.

I would ask that the aldermen who contemplate building it would build it near our own because we shall have to have more room.

The City of Winnipeg built an abattoir in 1883. They ran it for a while and they lost all kinds of money. It was run through and by their own officials. They got so tired of the abattoir that they rented it for \$18 a month. Kobold had it and he vacated it, and the abattoir was stolen and its contents, brick and stone. The place went to rack and ruin. It was a proper packing house.

That abattoir was not to cost over \$5000. All animals were to be slaughtered there. Beef animals were to be slaughtered at 50 cents, each ; calves, sheep and swine, 15 cents each. A temporary house was built near the nuisance ground until the new one was built. This was moved in council by Alderman Ovens and it was fenced and fixed up nicely.

Q In connection with the meat trade the ~~connection~~ difficulty of getting from the C.N.R. to the C.P.R. stock yards suggests that there ought to be union yards ?

A That matter has been up for 3 years among the cattle dealers and railway people. It is the intention of the Railway corporations in the City of Winnipeg that the lines now under construction when operated here are to put the whole institution into one place away out of the city.

Q The cattlemen and the railway companies would have to do it in their own interests ?

A That question will rectify itself but the cattle dealers and farmers will not have the privileges they have today, they will have to pay yard, hay and market fees.

Q It will be regulated by proper legislation ?

A Yes, and I will be pleased to do as they suggest.

Chairman :

Q Do you know anything the history of these institutions ?

A Our Mr. Hilton here says that to carry on this meat business anyway liberally at all in those days he had to get a car load of cattle or buy from the dealer. Suppose he used 5 cattle a week. It would take him four weeks to use this car of cattle. These cattle after once being put on cars and shipped in here cannot hold there own inside of three weeks. How much greater would be the shrinkage if you turned them out to grass where there are plenty of flies ? The shrinkage was so great in those days that they were delighted to be able to buy as they liked. Say we have 40 or 50 customers in Winnipeg. We can sell to the retail man just what he wants and there is no shrinkage or anything else. There is no man in the world can build a packing house and compete with the retail man now. In the early days they herded the cattle out.

Q In the line of that experience I found that butchers here were making an objection to having a municipal abattoir established ?

A We have no objection at all but I fancy the retail butcher will figure it out before he puts his money into it.

Chairman :

Q One of the witnesses said that he wanted it built away from the other abattoirs ?

A He may have thought that we would contaminate it. I might inform Mr. Middleton that I can save \$3 a head by shipping from Alberta to the old country. When we were paying thirty shillings freight, the ranchers were paying thirty-five shillings. We enter in a contract for the insurance of cattle every year. A man who makes one shipment cannot hope to get the insurance as cheaply as we who ship such a number.

Another thing he pays commission men so much, he pays the railway corporation for hay, in Montreal he pays. When you ship you buy hay, insurance and space from the commission man. On the other side you pay a commission man. Eventually you say : "Stranger, take my bullock, do what you can, do the best you can with it - \$40 or \$35." We say when we go into Alberta we give you \$45 for it sure.

You cannot ship a bullock for the same as a man who has shipped for 25 years. The land in Montreal we bought for our own use. We would not be permitted to take other cattle there. The C.P.R. carries cattle and feeds it. They have to charge a certain amount for taking away the refuse and for feeding and watering.

Mr. Middleton :

Q Have you any knowledge that the Montreal space brokers retail space and at the same time get a commission on it ?

A I do not know. We look after our own space, and I do not think that the rancher could buy more floor space than we do. As for these men doing that I cannot say. I will not say

unless I absolutely know. That is the fault of witnesses before this commission.

Q We have some evidence which said that on grain fed cattle in stalls or open yards they could not make a 1/4 or 1/2 a cent a pound over grass fed cattle ; Peterson in Calgary said that ?

A He has reference to the cattle north of Calgary. They are loading them down with flesh at two years old. If the rancher takes proper care of those cattle you can bring them out with proper hay nearly as good as you can in the fall. The result will be that those cattle will be all right and will be ready to come in in August.

Our cattle in Manitoba are already to come out in May and June when we pay the farmer 5 and 5 1/2 cents a pound. We are buying cattle at 3 and 3 1/2 They are not as good condition. When you talk about a stallfed bullock, fed on barley, oats and roots and the grass fed, there is no comparison in flavour or price. K I do not know what Peterson means.

Q What difference would you consider a grain fed cattle to be worth in comparison with grass fed ?

A In the months of June and July grain fed was worth 5 to 6 cents and the grass fed was not worth 2 cents, they were not fat, not fit to kill.

Q Of course, this last winter would be no comparison ?

A I have shipped cattle from Alberta on the 10th of June as fat as ever I saw them; they were like stallfed on the 9th of June. You take it to Hamilton, Ont., cattle stallfed and put on the grass selling in London at 12 cents, the pick of Alberta cattle at 11 1/4 or 11 1/2, a half or three-quarters of a cent difference.

Q Is that difference between grass and stallfed ?

A Yes. You take Chicago today and get a prime Chicago steer. They are paying ~~XX~~ \$7.50 per cwt for him. They are paying for just as a ~~ga~~ quality of steers , not finished, \$4.50 or \$3 difference.per cwt. Prime beef goes to Washington or New York. They will have prime no matter what they pay. The other day they paid \$7.60 for prime steers per cwt and 2.60 for cows ; there is \$5 per cwt difference.

Glen Campbell is not a feeder. I can take you to feeders. They take cattle and they feed them, not excessively to load them down with flesh. Then the average man lets his cattle run out until the fall, until they are starved. They are stunted or dried up and it takes weeks to get them good.

In Manitoba if our cattle feed out in October they are never good cattle ; they never get fat. But in your country then the grass is at its best.

Q In what part of the province do these cattle come from that have tuberculosis ?

A In the cattle from Alberta we very seldom have tuberculosis. Most of it comes from these milch cows. I think it is brought about by them being closely confined in these little stables. I have seen just as fat a lot of cattle I have ever seen just full of it. The abattoir man loses. He can clean it off and sell it to anybody. No man should have that chance Since the inspection this year it is very close. He is round our place every day.

That is one thing the commission should do. Every pound of meat that is ~~inspected~~ consumed should be inspected. Every pound of meat should be examined and stamped.

Q In connection with your shipping to England, have you an agent in England ?

A Yes. When hides are a good price in the old country it means two or three shillings more a bullock. When the market is not favourable we sort them and sell them when the market is suitable

Chairman :

Q How many cars should make a stock train and how often should it run ?

A It is difficult to say. There are trains of 40 cars on the C.P.R. which can run at 25 miles an hour and run no risk. Other places not over 18 cars and make 20 miles an hour. That is a very difficult thing. Shipments are made up thus : Suppose we get 250 spaces on a boat, we try to ship cattle to meet that boat. That is a light train. Probably there is no more space on that boat. We do not want to take the cattle off the cars.

Q Would it not be advantageous to run an 18 car sheduled train daily ?

A It would not be within the jurisdiction of the people, because you run through so many provinces. Then again they would raise the rate on you and we cannot afford to pull your cattle. It costs them so much.

Say there are 12 cars of cattle on the Deloraine branch and 20 cars of wheat ; that is where the delay is.

There is not very much of a plan about trains of cattle. It is local cattle. That, however, will be overcome. I notice things are not so congested now.

Mr. Middleton :

Q It would be for the benefit of the railway company ?

A Yes, it is in the interests of the railway company.

I want to say that I am very thankful to the commission for giving me this opportunity of saying what I have said today.. I asked the government before this commission was appointed to appoint a commission. It is no good going into it briefly That will not satisfy the public. The evidence that I have given is absolutely true. The charge against the wholesale is absolutely without foundation.

The newspaper men should be men enough to come up here and apologize to the commission. I think that is only fair. If I cannot substantiate what I have said I will be only too willing to rectify it.

As to our books any further information you require I will be pleased to give it. I have made statements here today that have never been made public. However, if the commissioners want anything more out of the ordinary, if there is anything further that you require I will be only too pleased to be at your service. If your accountant will come to the packing plant he will have access to everything.

As to some of the statement made here, particularly that letter that appeared in the paper yesterday, are unfounded, the man that wrote that letter should come here and give evidence. If he will not do it the paper should be made to say who wrote that letter, whether it was one of these witnesses, or a clerk or the editor. If the commissioners want any other evidence from me they can say so.

Mr. Haggart :

Q The ranchers have had some trouble with the commission men. They have been working through them and the results have not been satisfactory to them, can you give us the results of shipments of yours from the west to England, one of those cases

where say you can save say \$3 a head ; total cost in detail from the point of shipment ?

A In our export business we have a number of trains from No 1 up. Give us any date. We will give you the cost of the cattle and what it resulted in.

Statement No 1 goes to Liverpool and back. We know where we lose and where we gain.

In reference to ranchers shipping. I have seen cattle shipped from Alberta last year from the district of the Little Bow. When they came to Winnipeg and we unloaded and put them back in the cars some were dying in the cars. There were old cows in that shipment. Say the freight was \$26 to Liverpool. The man would not get the cost of the freight. I said : "Why are you shipping ?" He said : "It is an experiment. You fellows are robbers." I heard afterwards that a number of those cows died on the road to Montreal.

It is not the business of the commission man to select your cattle. He is getting so much a head in Montreal. So much a head in the old country. Why would he say anything about it? The rancher should take care to select cattle. Say he takes 500 or 600 spaces. I have seen little light cattle of 1000 or 1100 pounds sent through for export. These cattle were only suitable for putting on the grass. The result is what do you get the other side ? The shapper has to take whatever he can for them.

Q I suppose there are commission men and commission men ?

A It is a legitimate business. It is very fortunate thing for the rancher to have a commission man to help him along. Usually when he wants to ship he has more money than many others.

Q Do you know Dafoe of Calgary ?

A Yes.

Q You had shipments from him on the 27th of May ?

A Yes, in here.

Q You bought the cattle from him ?

A Yes

Q And paid him ?

A Yes, bought them delivered here. I was in here at the time.

Q You do not know whether they were butcher cattle ?

A Mr. Hilton here says they were butcher cattle.

Q You think you can give us shipments of cattle bought exclusively on the Alberta ranches ?

A Yes

Q Send them to the secretary for the use of the commissioners.

A. Mr. Middleton, I saw it stated that Gordon, Ironside & Fares bought their cattle at so much delivered in the City of Winnipeg, took the local freight and shipped it through at the through rate. I think I can truthfully say that in the last 4 years we never took the local freight and shipped it at the through freight rate. Of course, a man might bring a car load of cattle, 15 butchers and 5 exporters. We would buy them all for butchers, because we would not have enough cattle to go through in a car.

Q It was said that when a car arrived here it was unloaded, the export cattle put back and it was filled up with other export cattle ?

A No, we could not do that. We have not got export cattle here. We should also be doing up the C.P.R. and they will not let us do it.

Q There was a suspicion that they were put through at the through rate ?

A They are wrong.

Mr. Middleton :

Q If I ship a lar load of horses I can unload one at Moose Jaw ?

A No.

Q You had shipments from him on the 27th of May?

A Yes, in horse, in cattle.

Q You bought the cattle from him?

A And paid him?

Q Yes, bought them delivered here. I was in horse, in cattle.

Q You do not know whether they were business cattle?

A Mr. Wilson here says they were business cattle.

Q You think you can give us estimates of cattle bought or sold?

A Yes.

Q Send them to the secretary for the use of the committee.

A Mr. Nicholson, I saw it stated that Gordon, in relation

to the cattle at so much delivered in the district

through, took the local freight and shipped it through, it was

through rate. I think I can certainly say that in the past

4 years we never took the local freight and shipped it

through freight rate. Of course, we can might send a cow for

of cattle, in butchers and 5 expenses. We would not have it

for butchers, because we would not have it

in a car.

Q It was said that when a car arrived here it was

the cattle put back and it was killed up

about 1911?

A Yes, it was said that in the year 1911

the cattle were killed up in the year 1911

the

the cattle were killed up in the year 1911

the cattle were killed up in the year 1911

the cattle were killed up in the year 1911

the cattle were killed up in the year 1911

the cattle were killed up in the year 1911

the

Q Why can't I ? The general feeling was that you could do things which I could not do ?

A I am not in a position to know that I could do it.

When an impression gets into a community it is hard to get it removed. The reason is that the business has grown from a small one to a large business. That is the principal thing that makes it hard for Gordon , Ironside & Fares. It makes it so hard that the Canadian Pacific will not yield one hundredth part of an inch. Yet they are accused of it every day of our lives.

Q You distinctly say that you cannot re-load this car with export cattle ?

A No, we cannot. We have no export cattle here.

W.S.NICHOLSON, having been duly sworn,, deposed as follows : --

TO MR. HAGGART : --

Q What is your occupation and where ?

A Manager for J.Y.Griffin & Co.,Limited.

Q How long have you occupied that position ?

A For something over 8 months.

Q Where were you before that ?

A Missouri

Q You were with the Swift company in Missouri ?

A Yes, and came here to manage J.Y.Griffin's

Q What is the nature of your business ?

A General packing and wholesale.

Q You are buying all kinds of cattle and hogs, and shipping hogs into this country ?

A Yes

Q How do you buy them ?

A We get them by direct arrangement with the country in the way of circular prices and telegraphing.

Q With ~~small~~ dealers in country towns ? A Yes

Q How far away do your purchases extend ?

A Alberta

Q And you have your plant here ? A Yes

Q For ^{cured} pork and chilled beef ? A Yes

Q Do you export cattle ?

A Not so far as exporting any alive

Q About what quantity of cattle do you buy in a month or a week?

A ^{for the} Our killing a year, 12,000.

Q And hogs ?

A We hope to kill this year 45,000.

Q And sheep ?

A About 7500 a year.

Q Where do you sell the products of your packing house ?

A All the way from Montreal to Vancouver. To grocers, dealers and retail butchers ; our distributing is done through seven branches extending to Vancouver.

Q What determines the prices you shall give for cattle, hogs and sheep from time to time ?

A The market, supply and demand

Q What do you mean by the market?

A The market is made up by certain conditions depending on different seasons of the year. If the ~~prices~~ ~~is~~ ~~short~~ supply is short the price will be considerable.

Q The market that rules you is governed by conditions within the Dominion ?

A Yes, Canadian conditions entirely.

Q The prices in St. Paul, Chicago, New York have nothing to do with ruling the prices here ?

A No, not as far as our price.

Q The prices at Liverpool or Bristol ?

A We have not done any live business though it would be a factor in the export trade.

Q Your cattle is butcher ?

A Almost entirely

Q If you should, in the course of business, acquire several prime cattle, such as they find profitable to send to Europe, would you dispose of them for that purpose ?

A No, we would find a ready sale for them right here in Winnipeg

Q Winnipeg itself has a great influence on the market ?

A Yes, it has.

Q The presence in Winnipeg of an extra amount of live meat will depress the market ?

A Yes, over-supply will glut the market and nobody will have it. You have to buy low to see some daylight between the cost and what you get for it.

Q You send out circulars ?

A Yes, for different grades of live cattle, hogs and sheep.

Q How long do they hold good for ?

A Might be a week, might be a month.

Q In putting these prices in your circulars do you consult with any other buyers ?

A No

Q Who fixes them ?

A General market conditions regulate them. We have several buyers they are supposed to know. If we find that we are paying 3 cents and others are paying 3 1/2 cents we will likely have to raise.

Q If the others are not ready buyers you may drop ?

A Yes

Q There are no arrangements between you and the other cattle men as to fixing the price ?

A No

Q There is no agreement or understanding direct or indirect ?

A No

Q When a cattle man comes into town with one car or a few cars of cattle, you do not butt in very readily when you see him talking with another man ?

A The etiquette of the livestock business forbids that. That man is considered a hog.

Q A witness has said that there was a very fine brand of courtesy between the Winnipeg cattle dealers ?

A I suppose he was drawing on his imagination.

Q Do you fix the price of dead meat ?

A Our ambition is to get what we pay for it.

Q You fix the price to allow you a profit ?

A We would like to. We do know what are cattle. We would like to fix the price to get something out of it. Our experience the last 6 months has been discouraging.

Q You have not been making a fortune out of the beef business?

A No

Q You have seen this correspondence in a newspaper with reference to excessive charges for meat ?

A Yes

Q And the very large rake off does not occur in the the J.Y.Griffin company ?

A No, it is the same old story. Newspaper men know nothing about the business. Cattle sold at 2 1/2 cents a pound would not go into the butchershops in Winnipeg, except where cheap cuts are sold.

Q As to hogs the price is more uniform ; it does not vary ?

A That is natural in a section of the country where the hog supply is short as in Western Canada

Q This country does not produce enough for the consumption?

A No

Q Can you give us a larger price and encourage the growing of hogs?

A We have been mighty charitable so far. We have been paying \$1. 25 and \$1 50 over Chicago

Q Do you mean to say that your live hogs are \$1. 50 dearer than in Chicago?

A Yes

Q How about Toronto prices?

A During the last six months, from memory I should say our prices were 50 to 75 over Toronto.

Q The sheep business is in its infancy?

A Yes it is. It comes from the west and frozen from Ontario. It has been the custom to sell down to a certain basis.

Prices are fairly satisfactory. There are very few sheep raisers. That is the reason you do not hear of more dissatisfaction

Q Do the prices of the fancy article rise and fall with the price of cattle and the article on foot?

A Yes, principally beef

Q Take the ordinary beeve, give me what would be your profit, to your company?

A We would be very fortunate if we made a dollar profit a steer

Q You do not make more than a dollar profit on each beef animal that goes through your factory?

A Our cattle operations and every thing connected with them during the past few months have lost considerable money.

A That is natural in a section of the country where the hog

supply is short as in Eastern Canada

Q This country does not produce enough for the consumption?

A No

Q Can you give us a larger price and encourage the growing

of hogs?

A We have been mighty charitable so far. We have been paying

\$1.25 and \$1.50 over Chicago

Q Do you mean to say that your live hogs are \$1.50 dearer

than in Chicago? A Yes

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Prices are fairly satisfactory. There are very few sheep

raisers. That is the reason you do not hear of more

sheep

Q Do the prices of the fancy article rise and fall with the

price of cattle and the article on foot?

A Yes, especially beef

Q Give me the ordinary beaver, give me the ordinary beaver

the ordinary beaver?

A We would be very particular if we made a dollar profit a year

Q You do not make more than a dollar profit on each beef unit

and that from the

A Yes, that is the case

Q That is the case

Q How is ~~that~~ ?

A The cattle we bought in May cost \$4.87 for the while month on foot ; in June \$4.82 was the average price, and the selling price everything considered did not pay. I am speaking of the last eight months. In stead of the last six months I can say the last eight months put together they did not pay.

Q What is the cause of it ?

A The cause is the competition in Winnipeg on dressed beef

Q There is competition between you packers in the sale of dressed beef ?

A Undoubtedly.

Q You are all trying to get as many customers as possible ?

A Yes

Q Is there any arrangement or understanding between you as to the price you shall charge for it ?

A No

Q Do you know of the existence of any such understanding between wholesale but~~y~~chers ?

A No

Q Never heard it mentio~~re~~d ?

A No

Q You said you had some buyers through the country hired by your own establishment ?

A They are not necessarily in the country. They are in Winnipeg and make trips out. They mostly go to dealers. They go to the farmers where there is no dealer in the town.

Q The farmers tell us that there is very competition in their town. They have to look up the cattle dealer and take whatever price he offers ?

A I believe there is a mistake about that. Generally speaking during the last 6 or 8 months there has been keen competition for the best class of cattle. The supply for that has been short. There has been a glut of poor cattle, thin cows, and

Q How is that?

A The cattle we bought in May cost \$4.00 for the weight on foot; in June \$4.38 was the average price, and the selling price everything considered did not pay. I am speaking of the last eight months. In some of the last six months I can say the last eight months put together they did not pay.

Q What is the cause of it?

A The cause is the competition in Chicago on dressed meat. There is competition between the cattle of the country and the dressed meat.

Q Is that so?

A Yes, sir.

Q You are all trying to get as many carcasses as possible?

A Yes, sir.

Q Is there any arrangement or understanding between you as to the price you shall charge for it?

A No, sir.

Q Is there any understanding of any kind between you and the cattle raisers?

A No, sir.

Q Is there any understanding of any kind between you and the cattle raisers?

A No, sir.

Q Is there any understanding of any kind between you and the cattle raisers?

A No, sir.

Q Is there any understanding of any kind between you and the cattle raisers?

A No, sir.

Q Is there any understanding of any kind between you and the cattle raisers?

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Q Is there any understanding of any kind between you and the cattle raisers?

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A No, sir.

Q Is there any understanding of any kind between you and the cattle raisers?

A No, sir.

that has been where a great deal of the trouble has laid. If the farmers and feeders would only try to carry their cattle and finish them a little better they would get a better price.

Q Do you find a tendency to get a stock of poor beef cattle?

A Yes we find a tendency to send in poor thin cattle.

When food gets scarce there is a flood of cattle. He dumps the stuff on the market. He is at the mercy of a poor demand for that kind of stuff. Generally speaking good stuff never goes begging.

Q You only know of the operations of your company since you came here about 8 months ago ?

A Yes

Q Can you give us, not that the public might know it but that the commissioners may know it, the quantity of your purchases and sales and the profits you made for say 1906 ?

A I would like to feel that that information would be privileged.

Q It will be privileged. It will be handed to the commissioners. Though Mr. Gordon put no restrictions on his. I think it is right, however, for a man in your business.

Give me the quantity of raw material that you bought and the price and quantity of manufactures you sold and the price, and your expenses and profits ?

A I cannot do that off hand. We can furnish you with that tomorrow.

Mr. Middleton :

Q In connection with the pork, would there be any likelihood of a glut in hogs ?

A No, I could not fear that.

Q It was stated th yesterday that farmers might go into hog raising and that there would be over production again ?

A We brought 3,000,000 pounds from the United States worth \$60,000 in a year. You cannot possibly keep up with the consumption here, not if you multiply it by 10. They can safely go ahead and raise all they can.

Q Have the J.Y.Griffin company any connection with Swift & Co in Edmonton, ?

A J.Y.Griffin & Co are building a plant in Edmonton. It is not Swift & Company. We are a Canadian corporation. We are registered as a Dominion corporation and are registered in this province. Our stock holders might change and I would not know about it.

Q Are Swift & Co interested ?

A I repeat my former answer. There have been a good many rumours of a connection with ~~Griffin & Co~~ Swift & Co, but J.Y. Griffin & Co are putting that plant up in Edmonton

Mr. Haggart :

Q You are not prepared to say that Swift is not interested in that plant in Edmonton ?

A I am not prepared to say it.

Mr. Middleton :

Q How do you account for this shortage of pork compared with a year or so ago ?

A We heard that several years ago when there was a good supply of hogs in Manitoba that the prices went low owing to big stocks and low prices for the English market, but we believe that the time has gone by for anything like that to happen again with the population we have and the development. If we could get ~~xxx~~ enough hogs from western Canada we would not get any from the United States.

Q We heard it stated that there was no sale for hogs a few years ago ; they were shot on the prairie ?

A It was a combination of a light demand and poor transportation facilities to the English market. Your surplus could be exported the same as in Ontario.

Q How much do you bring in per month from the United States ?

A This year 250,000 a month. And other firms in the same proportion. We could handle 5 times the hogs with our present facilities.

Q Then you require to give farmers all the encouragement you can to feed hogs ?

A By all mean.

Q A good many are frightened to feed hogs ?

A I am confident that those conditions will never come back again. It was the combination of local conditions that made them take advantage of a very big supply. We do all we can to help the movement. If the farmer has hogs to sell he must meet the market conditions. If hogs get to 4 cents in Chicago your live hog must drop to a reasonable level.

Q Are the shipping facilities suitable for bringing pork from the different points of the province ?

A. Generally speaking they are. The railroads are trying to overcome the difficulties

Mr. Haggart :

Q Your full business life has been in the meat packing business in United States ?

A Yes

Q Principally with Swift's ?

A Yes, with Swift and other packers

Q You have seen the newspapers and what they say. These commissioners have been appointed to deal with the meat trade generally. Is there any suggestion in your wider experience that can be of any benefit to them or the public ?

A I am hardly qualified to make suggestions, but I believe that the agitation against the cost price of live stock and the selling price of the finished product is due to the popular misunderstanding as to conditions. There is no business that I know anything about in which there are such extremes. If you dress a bullock at 9 1/2 cents a pound you get very little more relatively from it than from a bullock costing half that amount. The conditions in the trade would be better if the farmers would look after their cattle better and feed them better. There is always a popular misunderstanding about the cost price to the consumer for the finished pork product. There is great deal of the animal goes to waste or to fertilisers from which there is a very small return.

Mr. Middleton :

Q Does it matter what part of the season hogs come into the abattoir ?

A They would prefer to get a fairly even supply all the year round. The big runs are late in the fall and in the early summer, that is the rule ; they come in from the spring and autumn litters.

Q. Does the wholesale man, the packer and the retailer, from your knowledge of the business, absorb a larger proportion of the profits for the finished article here than the packers in the United States ?

A I should say relatively the same proportion. I understand your question to be : If the packer and the retailer between them here, if their profits were relatively the same as those in the United states.

Q The citizen in Winnipeg, the resident in Manitoba, the consumer is in no worse a position than the consumer in the United States ?

A No.

Q Your experience is where ?

A In Missouri. The expense of living etc is probably higher in Canada. The retailers' expenses would be 20 per cent in the States. It would be 2 to 4 per cent higher here than in the States.

Q You have seen it charged here that there has been a beef combine and that the charges for going through the packers and the wholesale is excessive ?

A There is absolutely nothing in it.

Q You are not a member of the firm of Swift & Co ?

Yes.

Q And you know what their profits are here ?

A Yes.

At this stage of the proceedings the Commissioners adjourned until 10 o'clock the following morning, Friday, the Sixteenth day of August 1907, when the enquiry was resumed.

HERMAN V. KOBOLD, having been duly sworn, deposed as follows : --

Q You have been engaged in the cattle and meat business for a long time ?

A Pretty nearly as long as I can remember.

Q Your father was in the business before you ? A Yes

Q And continued in it until he died ? A Yes

Q You were associated in the business with him ? A Yes

Q And now you are one of the members, directors or shareholders of the Western Packing company ? A Yes

Q That company has been in existence how long ?

A Six years

Q You have a packing plant of considerable dimensions here, abattoir and cold storage ? A Yes

Q What is your official capacity ? A Manager

Q And what is the business of your company in detail ?

A Fresh meats of all kinds and pork and cured meats.

Q You buy cattle, hogs, sheep and calves ?

A Yes all kinds of livestock

Q Which you turn into dead meat, some it cured, some of it chilled, and you find customers wherever you can for the products of your abattoirs ? A Yes

Q You have had some little experience in the export cattle trade ?

A Yes, very limited

Q As the experience of some of the ranchers and traders have been unfortunate give us your experience ?

A Well , my experiences as to when cattle were sent through by us to the old country was not a very pleasant one as far as profits were concerned.

Q How many times did you ship cattle to the old country ?

A Probably 10 shipments within the last 3 years.

Q Give us instances of two or three ?

A The first shipment that went through we lost \$5/a head. There were 3700 in that shipment, some where along there.

Q Did you accompany them ?

A No we sent a man with them as far as Montreal. I accompanied that shipment to Montreal. From there it was handled by a commission man.

Q Shipped in Montreal by commission men and sold in England by commission men ?

A Yes, and the result was we lost \$5 a head

Q You did not have the whole space in one vessel ?

A No, the whole space in one vessel would be for 5000 or 6000 head.

Q Give me some other experiences ?

A That was the only shipment that year, 1904. The next year there were two, 1905 ; and there were two or three in 1906. To sum up the various shipments we evened up. Where we lost we made up in the succeeding shipments. We came out about even. The idea was in shipping that it was not so much for a profit as to take the stuff off a glutted market. It was at the time when there were a great many cattle coming in, and those cattle were exceeding good stuff, and I found that we could probably get out first cost out of the cattle by shipping them and replacing them with butcher cattle of a smaller average but just as good a quality. That is the only reason I had for shipping them.

Q The export business we are told by Mr Gordon is subject to very serious risks ?

A It is because it is altogether governed by the prices in the old country and you do not know what they are going to be in the old country. You have no control of your stuff there.

Q You had some losses and and a few resulting in profit ?

A Yes

Q And the whole result was that you can out about even ?

A Yes, made no profit

Q What are the causes of the loss ?

A Fluctuation in prices more than anything ; supply and demand. We might buy them very cheap here but the expense is very heavy. There are so many places where they ship in cattle by the thousands and break the price. There is a big trade done in

chilled meat. They can land chilled meat so very cheap that it affects the price.

Q Even though it is not so choice on the block ?

A Yes, it affects the price, people are looking for chilled meat.

Q I suppose the risk is not so large, the cattle are not abused or bruised very much ?

A I do not think they can improve on the way of shipping live-stock unless they can give them padded cells or something like that.

Q The result depends altogether on the state of the market when a consignment reaches England ?

A Yes, and the quality of the goods. Prime cattle get a premium over the rougher goods. Because the range of price there is from one to 2 cents a pound according to the grade.

Q You do not buy those specially for shipping ?

A No, bought them to kill here.

Q How did you have a such a lot on hand ? How did you keep hundreds on hand ?

A We generally had from 100 to 400 on hand and we had more than we wanted and we thought that we could replace them with some at a lower price. We got them off the market.

Q You benefitted the market without benefitting yourselves ?

A Yes.

Q That is the result of your experience as an exporter of live meat ?

A That is the result ?

Q YOU did not ship any this year ?

A No

Q You are willing to allow Gordon to make his millions out of it ?

A Well, he is welcome to it.

Q Had Gordon any advantages over you and if so what would they be ?

A I do not think so, he might have some; he should have some. He is taking bigger risks. He has a lot of men employed here and on each side. But anything he makes out of exporting he is entitled to it. He is taking awful chances. You take the history of the export trade. I do not know that you will find many millionaires in it who have made their money out of the trade.

Q He would have no advantage over you other than such as his business connections, the greater amount of capital involved and the facilities he has for doing it ?

A If he has any advantages at all they would be in the facilities in the handling of cattle. I do not think that there are any other advantages.

Q There are vague charges and insinuations that you cattle men in Winnipeg here have some preference here in the way of cheaper rates or rebates. Did you ever have any advantages over any other shippers ?

A Sorry to say I never did.

Q Have Gordon any advantages over you ?

A I could never find out any instance where he got any advantage over me. Sometimes I have suspected that such was the case, but I could never find any foundation for it.

Q I suppose he does the heavy export trade of this northwest?

A Yes

Q And you might suspect that he had some advantage ?

A If you simmer it down I do not think he has any advantage. Of course there is the advantage of buying a train load of stuff. Where he was buying for export and we were buying for

the local business and those cattle were 3 cents a pound to kill here he could pay 3 cents a pound and assume the freight from the west. That gives him the advantage in getting export stuff away from the local butcher on the export rate.

Q He would have no advantage over the other exporters ?

A No

Q Where do you buy your cattle ?

A We buy principally in the stock yards. We buy many ⁱⁿ ~~through-~~ out the country, but it does not pay us so well. Every town has a buyer ; some towns have too many buyers. They work on too small a margin ; too much competition.

Chairman :

Q The reason why you could not compete with him was because he could get cattle in at a reduction or for nothing ?

A No. Suppose you ship cattle from the west to Winnipeg ; 3 or 4 cars of export cattle. The state of the Winnipeg market is beef at 5 cents dressed. We cannot pay over 3 cents and kill them here. We turn it down. Gordon can buy them at 3 cents and assume the freight. The shippers could get a premium over what we could pay them if they were export cattle.

Mr. Haggart :

Q Do you mean from that Gordon would get the advantage of the one long through haul from the point of shipment to the seaboard instead of having to pay the local freights ?

A Yes. The shipper would have to pay the local freight at Winnipeg. He would get 3 cents a pound for the cattle and freight deducted, say 35 cents or 40 cents. The export man would buy that same bunch and assume the freight, say 35 cents. The buyer ships them on through at the through rate, that is where he would have the advantage. In that case he gets the benefit.

Mr. Middleton :

Q Can you use that same through rate shipping to Montreal ?

A Yes, certainly. From a point west to Winnipeg, 35 cents say and east, the shipper would get 15 or 20 cents benefit per cwt Gordon or any other shipper would pay the freight.

Q He could afford to pay that ?

A He would not need to pay any more, only assume the freight.

Q But he is paying more ?

A Yes, certainly.

Mr. Haggart : --

Q You buy principally from the stock yards ?

A Yes

Q The farmer complains that there does not seem to be any competition in buying. There is one man in the neighbourhood and they have to go to him.

A There should be a distinction between farmers. There are two classes of farmers. I know lots of farmers throughout the country that have no grievance as far as the price of cattle is concerned. Another class is always dissatisfied.

Q You think that there are some of them who have imaginary grievances ?

A As far as I can see they mostly imaginary.

Q They say that in the old days there was competition, the buyers used to come round, there is none of that now ?

A That is news to me.

Q You remember when the butchers here each had their own slaughter houses. There was Kobold, Gallagher, Penrose, etc., then they bought their cattle through their own buyers ?

A No, not always.

Q I thought there was more competition ?

A No, there were middlemen then. William Bailey, Harry Mitchell

were just dealers . They would bring in cattle and sell them to the retail butchers.

Q There is a dealer in nearly every little town who is doing that business, buying cattle and pork and sending it to the stock yards ?

A Yes, bringing it in in car loads

Q They say there does not seem to be much competition between the big men ?

A I know there is competition

Q Some will not swear to it, but they are firmly of the opinion that there is a beef trust ?

A That is their privilege to have an opinion of their own.

Q And that the beef trust consists of the 4 big shipping men in Winnipeg ?

A That is imaginary

Q Is there any combination among the wholesale butchers as to fixing prices ?

A Not so, so that I could notice it. If you had a car of stuff to sell you would see if there was no competition.

Q Is there any arrangement to fix prices and not to compete with each other ?

A None whatever, emphatically no.

Q And there is no agreement ?

A If I want a car of stuff a little worse than the others I have to pay a little more.

Q What fixes the price of the stuff you buy ?

A I think that what regulates our prices are the prices east and south and in the old country markets. We have to buy cattle and hogs on the basis of Toronto and Chicago.

Q They vary on a glut in the market here ?

A It does not often happen that way. Outside packers

can land stuff here cheaper.

Q They have better facilities for curing ?

A Yes, they have more up-to-date plants and larger

Q We have a surplus of beef, but we have not pork enough to supply the local demand ?

A No, take the whole west,, British Columbia included, the Canadian product does not fill 25 per cent of the requirements of the west. That is 75 per cent of our pork consumed west of Winnipeg is American.

Q Are you taking into consideration Ontario ?

A Yes, Ontario previous to 1906-7 shipped cattle principally to the old country markets. They left the field wide open to the American packers. They sold right under our nose.

Q And still the pork business is a bad business. That is a state of matters that should not exist ?

A It certainly should not exist.

Q Do you give the farmer too little for his part of the work?

A I never thought so. I always thought that he was getting pretty well paid. A few years ago hogs were low east and south. We had to compete with them. We had to cut down our product.

Chairman

Q If the supply did not meet the demand ?

A In the first place we did not have the facilities here to handle so many hogs then.

Q Have you the facilities today ?

A I think we would have for handling that rush of hogs now.

Q Sufficient for own market ?

A Yes. If hogs go down to 4 1/2 and 5 cents I do not see why you should go out of the business. In the wheat business wheat goes down. It costs 45 cents to grow wheat. Supposing

he takes 40 cents a bushel he does not go out of the business. He puts in double the acreage. Is there any more sense in going out of the hog business because he has to take cost price ?

Q Years ago they had to take below ^{cost} price ?

A They had to grow wheat below cost price.

Mr Middleton :

Q That must have been inferior wheat ?

A Yes, frozen wheat.

Chairman :

Q You think that there is a likelihood of the same conditions happening again ?

A No, but it might happen that the farmer might have to take a low price for hogs, but that would be entirely governed by outside markets.

Mr. Haggart :

Q About the highest price you pay for live weight pork is 5 cents a pound ?

A Six and a half cents, live weight

Q And is that higher or lower than it was recently ?

A Lower. We were paying 7 3/4 a pound to the middle of June, the 10th of June, for live weight.

Q Take the ordinary pig 150 pounds standard weight ?

A A hundred and fifty to two hundred

Q Show us briefly what is the cost to you in killing, selling and disposing of that, and what price you get, I want to see your profit ?

A I could not tell you our profit on a year's killing of hogs. I know it costs 12 1/2 per cent to handle hogs and it costs 10 per cent to handle beef.

Q Do you handle chilled beef ?

A We have to chill, dress and deliver in the shops

Q A large part of the pork is hams, bacon and sausages ?

A Yes

Q You could not take one pig and put it through ?

A Yes, but the only way is to ~~aver~~ average a large lot.

Q Give us the results for the season ?

A I have not got the figures with me

Q It takes 12 1/2 per cent of the turn over to do the pork business, curing, etc ?

A Yes

Q And 10 % to do the beef business ?

A Yes

Q You have not got a statement of your business ?

A No, I did not prepare one.

Q When was your last annual statement, the end of your financial year ?

A The First of November

Q You understand the object of this investigation ?

A I do.

Q Would you let the commissioners have a copy of your last annual statement ?

A Yes, I wouldnot object if the commissioners think that there is a beef combine

Q The other abattoir men have done so. Mr. Gordon and Mr. Nicholson have done so. Mr. Gordon has given his, to the newspapers.

A It wouldnot be a serious difficulty to me

Q And if necessary you would allow us to verify it ?

A I can give you the statement, profit and loss account, business turn over, purchases and sales.

Q Is there any arrangement, agreement or understanding between you and the other wholesale men as to the price you shall charge to the retailers ?

A No, and never was

Q What do you say as to this : Live beef is frequently sold here at 2 and 2 1/2 cents a pound, a ruinous price to the producer, and at a large price to the consumer ?

A It probably is stuff not worth any more

Q He thinks he ought to be a judge as well as you ?

A There are a few that imagine that they should be the whole thing, producer, middleman, etc. He ought also be the consumer.

Q You think the farmer behind the agitation is mistaken ?

A I do not think the farmers behind this agitation have any ground for their charges. Besides it is not the representative farmer that is dissatisfied. My opinion is that the small dairy farmers should not be classed with the other farmers. It is not the opinion of farmers as a class that they have been wronged.

Q We have had farmers who raise thoroughbred stock who claim that they do not get a price to remunerate them ?

A There plenty of farmers who raise good who will not finish. They have turn stock out as two-year-olds and would not benefit by it.

Q The more he finishes it the more he runs in the hole ?

A Some will figure it out that way. Others figure out that they make \$10 or \$15 a head. I know feeders who buy cattle at 3 cents from the farmers and get something. They get 5 1/2, 6 or 6 1/4 when fed. There is lots of money in that. That can be proved by men who have fed.

Q If you paid 5 3/4 cents a pound you would have to tax the consumer a little more ?

A That would be natural.

Q That is if the butcher wanted to stay in business ?

A Yes

Q There is an insinuation in the newspapers that these retail men were under such obligations to you that they had to be very chary as to the nature of the evidence they were giving ? Have you any grip on the retailer ?

A Not that I know of. I do not know. I do not know of any restrictions put on the men.

Q Have you followed the evidence ?

A No, only through a part.

Q You saw the evidence of Charrest, Coates and Guest, the manager for the T.Eaton company ?

A Yes

Q They are fairly representative retail men ?

A yes they

Q Are those men likely to be influenced by any of you great big cattle barons ?

A I do not think so. So far as I have known them they are strictly honest and truthful.

Q They, on oath told the truth, irrespective of any influence you people may have over them ?

A I really think they told the truth.

Q Can you give me the amount of your turn over from memory for last year ?

A Something in the neighbourhood of \$500,000 for last year, five hundred thousand dollars.

Q What were your gross profits and your net profits ?

A I cannot say what were the gross, but the net was 2 1/2 per cent on the turn over.

Q Is that an unreasonable profit ?

A I do not think it is reasonable.

Q You are not making large profits according to the capital invested ?

A No

Mr. Middleton :

Q I see you encourage the feeding of stock ?

A Yes

Q What kind of feed would you recommend ?

A I would not recommend any particular kind. Use the kind that is easiest. Use feed at hand, barley and oats, with hay and straw. I know one man who made a profit of \$11 a head on feed. He used no hay at all, only straw. He turned out cattle 1400 pounds each off the cars.

Q You have a ranch as well as a packing house ?

A Yes, we have a ranch at Medicine Hat.

Q You do not feed any there ?

A No

Chairman :

Q From your view point can you give us any suggestion as to what the commissioners can do to restore confidence of both the producer and the consumer ?

A I think a good remedy would be to get a bunch of producers together and let them try the abattoir business for a while. Perhaps Glen Campbell or R.L. Richardson could tell them where is his famous long backed steer weighing 600 pounds with a 200 pound sirloin of beef.

Q There is a disposition to stretch these cuts from the root of the tail to the back of the ~~yx~~ ears ?

A Some butchers may hypnotize their customers that a piece of neck is a ~~sir~~loin roast.

Q The proper thing to do is for the ~~f~~armers to engage in the abattoir business themselves ?

A It would be the only way to convince them. Good hard facts and experience would be the only way to convince them that the wholesalers and retailers are not getting exorbitant profits.

Q Have you any individual grievances ?

A None whatever. We are trying to buy as cheap as we can and we have to take the prevailing price when we sell. Probably some abattoir /can under-sell us.

Q Do you issue circulars to your buyers ?

A Yes to our customers ; generally every week or two weeks, whenever there is a change in price.

Q They set forth the price you will pay ?

A Yes, set forth the state of the market. We very seldom guarantee the price. He has to take his chance. Sometimes we will guarantee a price to a certain date and we very often get caught. There is only one direction to look for profits. Prices are changing all the time. You cannot make them stationery.

A.CARRUTHERS, having been duly sworn deposed as follows
TO MR. HAGGART : --

Q You are a hide merchant ?

A Yes, president of the A. Carruthers Hide company.

Q And by reason of your business you are drawn close to the cattle trade ?

A Right with them all the time. The hide and beefs markets go up and down in sympathy. It is a recognized fact that they go down. They went down on me last year.

Q You buy from the butchers and sell them in the larger markets ?

A Yes, we do not tan them, we cure them , put them in salt.

Q You are not concerned as to whether this combine exists ?

A No more than I am in close touch with the packers. We buy hides from the all the time. I never dreamed of such a thing. I think I would know of it if it existed. You cannot get such a combination unless you form a great big trust.

Q You have taken an interest in this investigation ?

A I have read every report.

Q Can you give any information to the commissioners who are trying to get at the bottom of the matter ?

A There are some of the things stated before the commission that in my judgment are entirely wrong. That is, from experience. From a paper I saw when in Calgary it was asked why the American cattle sold for so much more money in Great Britain than the Canadian bullock inasmuch as the Canadian bullock was better. He went so far as to say that the American bullock sold for enough more to pay for the expense of transportation. As a matter of fact the hides over there are sold on the bullock's back, not by the pound. When the shipper is unloading at the dock hide buyers inspect the cattle and determine how many shillings they are prepared to pay for each hide. The man who offers the most gets it. It enables the hide buyer to get in close touch with the cattle because he sees every bullock. There have been times when I have been positively ashamed to say that "that is a bunch of Canadian cattle" compared with the American cattle standing alongside. There are many thing to make up the difference

In the first place all the American cattle are corn fed. They are taken off ranches in different places in the West and are taken to Nebraska and Illinois and are fed corn from 30 to 60 days, and they go from there plump, fed and

looking fine. Another thing is they start from Chicago as a rule and they go through in train loads which which have the right of way over all trains except the express, which gives them very rapid transit to the point of shipment. Hence they get there in a much nicer condition.

Chairman : Your evidence what we have practically had already.

Mr. Haggart :

Q You say that our own cattle under these circumstances are not proper competitors with the Americans ?

A I do not consider they are. I have walked in with men from Birmingham, Manchester and Leicester and in walking behind them I can hear their remarks about the cattle. They would say that the Canadian cattle were fine bullocks if they were only fatter. You load a bullock in Calgary and meet him in Liverpool ; you would not recognize him. If it happens to be a rough voyage on the ship they will get awful bruises. We have taken bruises off the hides. We took a bruise off a hide, nicely shaved off weighing 10 pounds. An animal suffering from that would be used up. The ranch cattle are meaty. If he has not fat he has meat. Good cattle comes from the Lower Provinces, which compare favorably with the States. The difference comes to a cent or half a cent a pound, which goes a long way toward paying the freight.

Q We are in the ^{same} ~~same~~ position as the Americans were years ago when they were shipping ranch cattle ?

A Yes, but they have corn so cheap now.

Q I suppose you think that if the Canadian could put as equally as good a product on the market he would get as good a price ?

A Yes, it is his misfortune not his fault. Where are you going to feed and how are you going to feed ?

Q You are buying hides from the retail butchers ?

A Yes. Only from the retail butchers in the country

Q You are satisfied that there is no combine ?

A Yes, quite satisfied.

Q You do not know anything about the abattoir business proper?

A No.

JAMES QUINN GALLAGHER, having been duly sworn ,
deposed as follows

TO MR. HAGGART : --

Q You have been in the meat business for a long time ?

A Yes

Q You were associated with your deceased father in the business in the early days ?

A Yes, we arrived here on the 3rd of July and started on the 13th of July 1880.

Q And your father, your brothers and you have been in the business ever since ?

A Yes

Q And since the decease of your father you and your brothers have been practically continuing the business?

A Yes

Q And some years ago you transferred the business to a corporation or company ?

A We incorporated shortly after the death of my father.

Q And you and your relatives practically control the company?

A Yes

Q What is your official position ?

A I am the president of the company

Q And manager ?

A Yes

Q You are practically the executive of the company ?

A Of course, Mr. Holman, my brother and myself are the directors of the company. We have an abattoir in Winnipeg, cold storage houses at Port Arthur and Kenora. We have markets at Fort William, Kenora and Keewatin, retail stores. We wholesale at Fort William also. We have 2 meat markets at Fort William. We have 6 meat markets in Winnipeg. They are run under the name of "Gibson, Gage & Co."

Q Your company runs them ?

A I manage the wholesale and retail and supervise.

Q So you are in the wholesale and retail business ?

A Yes

Q Where do you buy your cattle, hogs and sheep ?

A We buy any place we can get them . We like to buy as cheap as we can. The bulk of our buying is done at the stock yards.

Q You have your man at the stock yards ?

A He is there every day.

Q Watching for shipments consigned to Winnipeg ? A Yes

Q And you buy cattle, hogs and sheep ? A Yes

Q And cure them and convert them into dead meat ?

A Cure the hogs, but the beef is practically all sold fresh. We make some corned beef and cooked meats of various kinds.

Q You cure a lot of pork though ?

A A large percentage of pork is cured into hams and bacon.

Q Do you export cattle in quantities and hogs ?

A Very little, just occasionally.

Q Where do you send it to ?

A We have shipped a few cars to railroad contractors in the east.

Q You do not export to England ?

A No

Q Your business is solely in Canada ?

A Yes, except the hides and other products which we ship to the United States. We ship to Chicago, Buffalo, and any place we can get a market. We have not sold hides here for the last couple of years

Q You are pretty well acquainted with all the details of the business ?

A Learning a little all the time

Q You read over the circular that was sent you showing the objects of this commission ?

A Yes

Q And you have followed the proceedings of the sittings here ?

A Fairly well

Q And you know the scope of this enquiry ?

A Yes

Q And you know that it has been charged that the farmer is not getting a fair price for his cattle and hogs in proportion to the price at which it sold in the shops ?

A Yes I have heard complaints

Q Is there any agreement, arrangement or understanding between you and the other wholesalers or packers as to the price which you shall give for cattle and hogs ?

A No agreement whatever.

Q Is there any arrangement, a agreement or understanding between you and the other wholesalers as to fixing the price at which you shall sell your products ?

A No

Q You have no hesitation in making that broad statement ?

A No, I am absolutely positive that there is no understanding of any kind

Q You know as a fact that you are not a party to any such an agreement ?

A I know that our company is not

Q And if any such exists in the same business between others you would come in touch with its affects.

A I do not know that I would be aware of it. I might realize that my prices were a little different and as soon as I would catch on I would change them for my own benefit, either up or down, as I thought fit.

Q What was your last financial year ?

A The 30th of september.

Q Did you secretary, Mr. Maclean, make a financial statement?

A He did.

Q Have you any objection to showing the commissioners a copy ?

A I have no objection. The statement is at the office.

Q And you will allow the secretary to make a copy for the chairman, and also allow it to be verified by our own expert ?

A Most decidedly

Q What fixes the price of live cattle and hogs ?

A The continuous supply and demand

Q And you, Gordon, Griffin and The Western Packing company put the price up or down at your own sweet will ?

A I cannot say that I could. Gordon might be able to but not all the time

Q Because why ?

A When the supply is limited, if he had a large amount of cattle on hand and he thought other dealers only had a limited supply there would be nothing to stop him putting it up.

He could put the buying price up and the selling price down. It sometimes does happen that way. It has been done.

Q Do you remember the amount of your turn over for last year ?

A I think our business has varied very much within the last years. The turn over at the present is about \$100,000 a month. Business has been growing very rapidly.

Q Do you know what the net profits or the percentage on the turn over ?

A I cannot tell that off hand

Q What governs or rules the prices that are put upon the goods in your retail stores ?

A We rule the prices there

Q Upon what principle do you make that price ?

A The cuts that we sell cheap are the cuts that we are long on those that we are heavily stocked with. In fact, there are times when we sell cuts cheaper than the retail can buy them, on account, of stuff being plentiful.

Q You are willing to take less than the ordinary profits ?

A We have to move our goods.

Q I suppose that circumstance is the cause of a little feeling among the retail men ?

A Yes it is to an extent ; to a large extent.

Q The fact that you were in the retail business and could under-sell them ?

A Yes, we have hurt the retailer

Q It was naturally expected that there would be some resentment. Now, the farmer complains that he does not get enough for his cattle to make it a paying business for him, and he is threatening to go out of the business ?

Q To tell you the truth I do not know much about the farmer's business. One thing I know is that the farmer is putting a great many inferior cattle on the market and represents that it is good stuff. To a great extent the farmer requires to be educated as to the cattle required

Q It is hard to work off that inferior cattle ?

A We have a fairly good market for inferior stuff, but not

large enough for all that comes.

Q Where is your market for the inferior stuff ?

A A number of railroad contractors

Q And there a good many railroad contracts ?

A Better now than ever. Rougher carcasses can be disposed of there, I would not sat rougher cuts.

Q What has been a relief in a way to you wholesale men ?

A Yes

Q Railroad contractors want to buy cheap beef ? A Yes

Q The contractor is the same as every other dealer he wants to make the best deal he can ? A Yes

Q I suppose the conditions are such in this country that the farmers can't always finish their beef to the satisfaction of those that cater to the better trade ?

A I do not know. We have a great many good cattle raised in this country. If course, there are some farmers not so well equipped, a great many others tell us that their feed is going to peter out, and that they want to get rid of their cattle.

Q As soon as the feed is exhausted they must sell ?

A That is the time they want to sell.

Q Is there always a good market for first class beef ?

A Pretty much. Occasionally the market is easier than it should be, but generally there is market for good stuff.

Q You get glutted occasionally with good beef ?

A Very seldom, just at times when there is no shipping.

About March just when shipping commences; once in a while we find good cattle a little easy.

Q You are overstocked with prime beef ?

A No, they are a class of beef a little too low for shipping. There is no man who will run down his own stock.

Q You think the drawback is the inferior stock forced on the market ?

A That is one of them.

Q Is there any other thing that can be remedied in your trade?

A I think Daniel Coughlin's suggestion with reference to ranchers was a good one that they were largely responsible for bringing about the present conditions. I have gone from one big rancher to another and they would not look at me. They will not sell three, four or five cars. They wanted to sell the whole thing. I have a man at Maple Creek who buys from the ranchers at Maple Creek. We buy very little from the big ranchers. There are very few big ranches round Maple Creek. We purchase principally for the local market.

Q What do you say as to competition. When the producers of cattle or consignors come to the stock yards do you stand back and give the other fellows a show?

A I do not think it would be much use. I am willing to say that at times the competition is not so keen, but that is by reason of over-supply. If we can buy cheap we will. If there is a large amount of cattle on the market and lots coming forward we think it is our duty to hold back. I have known other dealers to buy cattle to keep us from getting them. Often we lose by holding back. and we find it difficult to supply the demand.

Q I suppose it is good business to have a well assorted stock?

A It is absolutely necessary. We cannot cater to the trade otherwise.

Q There are several independent butchers here in town who buy at the stock yards and get their cattle killed at the abattoirs?

A Yes

Q Are there always facilities here for these men to get their killing done ?

A Yes, we do quite a lot of it

Q What are your charges for killing ?

A A dollar for killing and chilling

Q What labor does that entail ?

A The chilling is the most expensive for us. We use a mechanical refrigerator. There are times when they keep them in 3 weeks. There are times when they take them away after a day.

Then it pays. Of course, we have one customer whom we charge \$1.25, that includes killing, chilling and loading on cars.

He is a contractor in the east.

Chairman :

Q Is there no arrangement in cold storage that a man can take it out at a certain time ?

A We charge for freezing. Ours is not a public cold storage. It is simply for the accommodation of customers. They are hardly large enough for our own business. We have never made a charge for holding cuts slaughtered in our own abattoir. We have charged for cuts not slaughtered by us.

Q You do not want a man to load up your abattoir and cold storage with keeping stuff for a couple of weeks ?

A When we are slack we do not say anything, when busy we say it is in our way. To my knowledge we have never caused a customer inconvenience. I have listened to Mr. Lauzon about getting his cattle killed. It is false, his statement is. We have killed his cattle and kept it 3 weeks without extra charge. On different occasions he has come to us and asked us to send to the cattle yards for his stuff and when we got there they were gone. He is a hoodoo. We do not want to refuse anybody.

Q Mr Lauzon says he has an abattoir of his own where he pays a fine every week for it ?

A I do not know where it is. I do not know that I was ever in it.

Q The farmers say that they do not understand how it is that pigs are always the same price---so much a pound live weight---it is no use looking for the sixteenth of a cent more ?

A That is not the case. There are times when we have to pay what they ask. When we are short of pork for butcher purposes we are compelled to buy.

Q When the consumption of pork is greater than the production the farmer might control the pork industry of this country ?

A I heard a farmer giving evidence here, making the statement that 2 years ago he could not get 4 1/2, could get over 4 1/2 cents at any abattoir, but that he had got 5 cents at an abattoir in St. Boniface. I ~~have~~^{will} looked through our credit notes of that year. I think we have got the prices we paid for live hogs. The substance of his evidence was that he could not get over 4 1/2 cent at the abattoirs in 1905. We bought for 3 months in that year, the first 3 months, we paid 5 cents ; and from that time on the price advanced and we paid as high as 7 3/4 cents a pound, and we have not paid less than 5 cents a pound.

Q There is always a market for hogs in Manitoba ?

A Of late years, yes. In the early days we had a glut. But not since the packing houses started ; there has been no glut since. We are only 5 years in existence.

Q There has never been a glut since you went into the business

A No

Q I understand that in this western country 75 per cent of the pork is American pork ?

A Not right here in Winnipeg. Further west there is fully half American pork anyway, and at times 75 per cent, but not in Winnipeg.

Q Why should it be that it is sold at a higher price than ours ?

A It is only the finer brands sold at a higher price.

Q Bacon and hams ?

A Yes

Q Would it not be better for the country if our farmers could get a somewhat enhanced price and have our people eat our own pork ?

A A great many people think that they are eating American pork and are eating ours. I know a customer who asks for fine American pork and he gets Gallagher's

Q It would be better for the country's trade, it would be better for the farmer to get this business ?

A Of course, the farmer is selling the live stock. The American is selling something different.

Q But if there was no American pork here the farmers would get a better price ?

A Certain lines of American pork are put up to stand the climate. Our pork will not stand to ship far west. It is put up with an air-tight cover. Take in a dozen cities there is no Canadian pork ; it is all American.

Q It is expensive packing that way

A I am not familiar with their ways. I am not practically in that line. They use an ochre wash over the cover and in that way they make the package perfectly airtight. It is put up altogether to stand climate better than ours.

Q Protection is a principle believed in by a good many and keeping the market for our own people and the farmer would naturally like our own market for his meat, and the commis-

sioners, I have no doubt, would like to receive all information on that line ?

Chairman : What is the duty on that pork ?

A Two cents a pound.

Mr. Haggart :

Q That places the price more than 2 or 3 cents over our own?

A Of American meats when I was in the city market I sold 5 or 5 cars right over the counter. I used to buy their meat and smoke it here. At time I could not compete with the local butchers. They would cut there prices. Swift & Co would sell meat here. That is 7 or 8 years ago. If they have an outside market they use it as a dumping ground. They will unload here when they are full up. It does not pay a packer to carry his stock from year to year . They used this market very effectively we have no trouble in getting rid of our stock. We sell all we make. If we had 5 times as much we would not have any trouble It would be impossible for us to stop them. They sell what we do not sell.

Q There is no reason why the pork industry should decline ?

A It is in its infancy. It is increasing every year. I think the stock yard returns will show that.

Chairman :

Q Have you facilities for packing more ?

A Yes

Mr. Haggart :

A You can do double ?

A I do not know whether we can. We are running almost to our full capacity. Our pork plant is not so much. It is not so large as some of the others. We only run to full capacity for two or three months.

Q It should extend over the whole year ?

A In the winter time the packer gets full up.

Q And every farmer has a dozen dead hogs for sale ?

A The retail butcher buys most of the farmer's dead hogs.

The packer has got very few of the farmer's dressed hogs.

The butcher can buy as cheap as we can.

Q The city has one or meat inspectors to detect anything with a strong flavour ; is there not a real inspection of meat at the time it is being killed, when the proper inspection can be made ?

A Yes, there is one inspector that comes to our place, I think every day. He is not there all the time. Anything he sees that is not right he condemns it.

Q He is not on the ground when it is killed ?

A Yes, he has a good chance. He does not see it all, but he sees most of it.

Q It is the only time, the killing and opening up of any animal that you can detect the disease ?

A You can tell tuberculosis any time after it is killed.

Any practically butcher knows that when he sees that something has been cut off there there is something wrong.

Q Suppose there is a tumour in the beef ?

A No tumour. Have found the liver affected. Never found anything we call a tumour. I have an idea of what it would be

Q I have heard of an instance in a small butcher shop where they had come on a tumour and it had run on the beef ?

A That is what I call an abscess.

Q It is just possible that that may affect the beef ?

A Possibly. I have known of beef condemned for that.

Q If the purchaser knew there was an abscess there they would not be pleased to buy off that particular carcass ?

A I should not think so.

Q There ought to be some efficient overseeing of every carcass of beef ?

A I would be in favor of that.X

Q And that duty performed by a man who is fully competent ?

A Professional man ?

A There is one professional man --- he is the professional butcher.

Q He would not be a proper man to inspect meats ?

A He has the advantage over the medical man at the time the animal is being killed, but before the killing the medical man would have the advantage over him.

Q There is no direct inspection in the Province of Manitoba ?

A No.

Q Do you ever get dead meat consigned to you ?

A Yes, from all parts of the country

Q You have no other assurance beyond your own personal inspection that it is all right ?

A Any practical butcher can tell that it is all right.

Q But nevertheless you would recommend a proper government inspection of dead meats at the time of the slaughtering ?

A Yes. There is only one thing, the expense. But it would be so little, that it would hardly be noticed on the price of meat.

Q You think that the public would appreciate some such step of that kind ?

A I understand that do it that way in the United States.

Q It ought to be in the interests of the more respectable portion?

A I say that it would be more in the interests of the public.

It being lunch hour the commissioners adjourned until 2 o'clock the same afternoon at the same place, when the enquiry was resumed.

JOHN JAMES MONCRIEFF, having been duly sworn deposed as follows;

TO MR. HAGGART:--

Q You are the editor of the Tribune ?

A The managing editor of the Tribune.

Q Have you a copy of the Tribune of two days ago ?

A Yes.

Q Turn up a letter signed "A BUTCHERS' ASSISTANT" ?

A Yes.

Q Who is the butcher's assistant? What is his name?

A I claim the privilege of refusing to answer that question

Q You do. Well, does the paper itself assume the responsibility of anonymous communications when it refuses to give the name of the correspondent ?

A A newspaper must assume responsibility of practically everything which appears in its columns, but not necessarily that what it expresses is the opinion of the newspaper. Because a newspaper might publish what is diametrically opposed to its opinion, but nevertheless a newspaper is responsible in case of libel

Q Did you read this communication in your capacity as managing editor ?

A Yes

Q Did you observe that it was a reflection on the evidence of those retail butchers who had come here voluntarily, without a subpoena and without conduct money and allowed us to inspect the books of their business? Did you consider that it was something more than a reflection ?

A I regard it very much in the light of a very large question that the fuller the discussion in question the better for all concerned. I had the knowledge from my own experience that the cost of living in Winnipeg has risen I presume not less than one third within the last 3 years. Another as I said to a prominent wholesale man coming along one day in the car and he agreed with me, it had come to a point wherefore a salaried clerk \$100 a month was hardly enough to live on. The subject of meat came up. I know the writer of the letter had absolutely no axe to grind. He is a man that takes a great interest on any matter which arises in public. He is absolutely honest.

Chairman

Q Is that not outside the question?

A May be.

Mr. Haggart

Q You think that is sufficient justification for the publication of this letter?

A Yes, general public interest.

Chairman.

Q That article does not deal with economic questions, in Winnipeg it deals with this commission and the men who are giving evidence?

A This gentleman assured me he knew for a fact that men were really afraid, many butchers were afraid, to come before this commission and I may say that just before starting today five minutes before I stepped on the car, he was in my office and said he had prepared a few additional facts.

Q Do you think we are going to take statements from an irresponsible man whose name you refuse to divulge? This are serious reflections upon honest citizens?

A I was going to make this suggestion. I told him I would

A I was going to make this suggestion. I told him I would not read it, but would hand it to the commissioners with their premission If not no harm would be done. They might read it , and if there was anything in it, well and good, and that it would not reach the press without the consent of the commission.

Q The question with me as chairman of this commission is that it makes it very clear this commission is getting nothing.

I want to say to the Tribune to put up what you know?

A This gentleman claims to be giving advice.

Chairman

Q Bring him here. Let him come forward we give the freest scope We have left no stone unturned to get all the information we can, and anyone who knows anything, let him come forward and give it . We have brought men here against their will, and questioned them closely. I feel that the man who can state the commission has done nothing knows something. For my part I may say that the man who can say that , must produce the evidence?

A This gentleman has supplemented his statement. if the commissioners care to see it I will hand it in

Mr. Haggart

~~That is something~~ That is very irregular that is something written on a piece of paper by a man we do not know , and if it is of character that is in the paper then it is a serious reflection upon men whom we know to be responsible citizens?

A This man says if he divulges the name of the butcher who gave him the information the man would have to go out of business as a butcher the following day

Chairman

A It is a small matter for a butcher to go out of business compared with the matter under consideration here If there

is a great deal of evidence in the province we know nothing of it , and some people know about, it is more important than a man going out of business?

A He suggest where some of the evidence may be got in this document

Mr. Haggart

Have you taken advice as to your position here ?

A In refusing to divulge the name

Q Yes?

A Well, I have not taken legal advice particularly, but I know by recent rulings, in ~~a~~ ^{the} case of Green vs. The World Vancouver, B.C. supreme court, that such communications are privileged. I presume it is the same here

Q We are not trying the rights of parties. This commission was issued under the authority of the statutes, which commands these commissioners amongst other things, and gave them power- (Mr. Haggart reads the operative parts of the commission), There is the grave question, They can commit you for contempt ?

A This commission is governed by the same ruling as a civil court .

Q So it is not but we have the same power?

A If newspapers were to divulge the names of men who wrote letters on combinations or any matter of that kind there would never be any revelations

Chairman

Q I think the newspaper should take the responsibility of the writer of such letters.

A I am very sorry indeed ; I asked the gentleman's permission today, and he said this butcher is a man doing a good business in the city, and if his name is made known, he may as well be out of business

Mr. Haggart-

Mr. Haggart;-

Q That is not right. you are giving hearsay evidence reflecting upon some persons who have been giving evidence before us. If you had heard that butcher make the statement it would be evidence, but you come here and give heresay evidence second hand That man possesses information we want.

Chairman;-

Q Has the butcher been here?

Mr. Haggart;-

X We can soon get him here

Chairman

Q Was it a butcher who wrote the letter, or someone else ?

A No, a man to whom the butcher talked

Q He is not a butcher?

A No, butcher's assistant was quoted. He is assisting the butcher to that extent, stating what the conditions were.

Mr. Haggart;-

Q We started this investigation here by asking your newspaper to help us We had Mr. Richardson here a whole day and we come back to you now and want more help We are probing everywhere where there is information to be got Are you going to stand aside and poke fun at the commission and say; "You are getting no evidence, you are doing nothing " but here is a man who says he knows something, and you will not give his name ?

A We can give the evidence I cannot give the name because it will drive the man outside his business I cannot go further. You have already cautioned me and I do not care to be cautioned again

XX. Chairman

Q I do not think you have any justification for drawing the conclusion that it would drive the man out of business if he came forward to state the true facts. If there is a

Mr. Haggart : As the chairman says there is the greater reason for getting at it. If such a condition exists we have got to know it.

Chairman : Under the circumstances I feel that we cannot have this examination close ~~without~~ while there is any source whatever not disclosed from which we could get information, and I would ask Mr. Haggart to advise if that man can be produced here whether he goes out of business or not.

Haggart :
Mr. Moncrieff : I really think that Mr Moncrieff in refusing to answer that question is in contempt. The commission has the same powers as a judge of the court of King's Bench has when sitting in court and if the witness refuses to answer a ~~the~~ proper question then he will be committed, of course.

Chairman : The full responsibility of the investigation in this province has been left with me and I could not close it without taking the most radical steps to get anything that we have not got to unfold the existing state of things.

Mr. Haggart : This journal which Mr Moncrieff represents claims the credit for having raised this agitation.

A The Tribune has not.

Q Mr. Richardson claimed credit for it on his examination. You say you will not give this name ?

A I understand that it is the privilege of a newspaper, a matter of law. It is the privilege of a newspaper to refuse to divulge the name of anonymous correspondents I have to do it fifty times a year in my office when a man comes in and asks who writes a certain article. The paper can protect the anonymous writer and assume the responsibility.

Q That is for an action for libel, but a newspaper even in commenting on a case is often pulled up for it

A I have seen such happen frequently. An idea has occurred to

me, not through fear of being committed, that there is a possibility of this gentleman, on a pledge of secrecy, might possibly give the name of his informant. I presume it would answer the same purpose

Mr. Haggart : It is up to the commission to assert itself.

Chairman :

Q Do I understand that some individual took street gossip and wrote it up ?

A Not street gossip. He is a man of honour. He is absolutely sincere. He might have made a mistake, but in the wood famine last winter he made some good suggestions. The man was simply built along those lines. He was not an agitator but when a question of that kind agitated the public he took steps to enquire.

Chairman : If he is a public benefactor it is up to him to come and show it on occasion of this kind.

Mr. Haggart : I have advised them that they can compel you to answer that question. If you want to consult a lawyer, perhaps you had better go and see your solicitor and see whether you are compelled to. I advise the commissioners that you are in contempt.

Chairman : I am asked the question where the authority comes from for bringing this man before the commission. I am absolutely responsible for having this man called. There is no string on me. I have absolutely refused any suggestions that I would not take responsibility for. It is not so much a reflection upon the butchers so much as on the commission which it is said has done nothing. We are honestly going to do the best we can. In the matter of anything of a legal nature we must be guided by Mr. Haggart.

Mr. Haggart :

Q I am willing to let the matter stand until Mr. Moncrieff can consult his legal adviser. We will ask Mr. Moncrieff to appear at the same hour to morrow at 2 o'clock in the afternoon.

A The commissioners have no use for these documents ?

Q Anything anonymous ? We want to know where it comes from ?

A No, there is no name to it. It is from the gentleman who wrote the letter.

Witness hands the documents in question to the chairman.

JAMES QUINN GALLAGHER recalled.

TO MR. HAGGART : --

Q Do you want these financial statements returned to you?

A No, the commissioners can have them. I am not in favor of having it made public property. I have no authority to make the business public.

Q This is with reference to your landed interests ?

A There is an operating account there too. The business is much larger than it was last year.

(Witness explains in confidence to the commissioners and the counsel the meaning of his financial statement.)

My salary is in that and there is no salary on account of real estate. I receive a nominal salary the same as the other members of our company.

Q You put in the company's real estate at \$100,000 ?

A In that amount it was put in for last year, but it sold for more than that. There has been considerable real estate disposed of.

Q In this business there was a large quantity of the witness' father's real estate and being the property of this firm they put it among the assets of this firm. That swells the figures there, and swells the profits too.

A It is nothing to do with the operating account, which is an account independent of the real estate.

Chairman :

Q I do not see why we have to look into the general account ?

A Mr. Chairman, the operating account sets that out.

Mr. Haggart :

Q Have you anything to state to the commissioners yourself, anything that I have overlooked, which you think that they ought to know from your standpoint ?

A I have made tables showing results in cutting up a steer of the best quality at the extreme lowest point in the year and at the highest point. The two different tables will show you the different results at the different seasons of the year.

Q Your own actual cutting ?

A As near as you can get it. There is no actual cutting that will bring it out exactly the same. You can cut an animal over and over. The different customers will make different cuts out of it .

This a statement showing how an eight hundred pound steer should be cut up as made by J. F. Boes, of Bay City, Michigan, according to prices then current in Winnipeg.

(Witness reads to the Commissioners Mr. Boes' statements and his own statements regarding the cutting up of 1100 pound steer in October 1906 and if a 1325 pound steer in May and June 1907, estimated by himself.)

this table as to how an 800 pound steer should be cut up is as made by J. F. Poes of Bay City, Mich.,, with results as per prices in Winnipeg, August 8th 1907, and also shows the live weight with Wholesale^rs profit.

1325 lbs Live Steer	at 5	66.25	
Estimated Expense		6.66	
800 lbs Carcass	at 8 1/2		68.00
70 lbs Hide	at 8 1/2		5.95
75 lbs Tallow	at 2 1/2		1.87
		2.94	
		75.82	75.82

RETAIL.

CUT UP AND RETAILED.

800 lb Carcass Beef	at 8 1/2	68.00	
Estimated Retail Expense		8.93	
124 lbs Loin Beef	at 16		19.84
108 lbs Round Steak	at 12 1/2		13.50
42 lbs Rump Roast	at 12 1/2		5.25
88 lbs Rib Roast	at 12 1/2		11.00
92 lbs Plate & Prisket	at 6		5.52
180 lbs Chuck	at 10		18.00
18 lbs Flank	at 4		72
18 lbs Suet	at 3		54
70 lbs Shank	at 2 1/2		1.75
16 lbs Neck	at 5 c		80
44 lbs Waste			88.00
Loss			61
		76.93	76.93

ESTIMATED COST 1100 POUND STEER, October, 1906.

		Dr.	Cr.
1100 lbs Live Weight	at 3 1/2	35.75	
Expense		3.57	
660 lbs Carcass Beef	at 5 1/2		36.30
60 lbs Hide	at 10		6.00
50 lbs Tallow	at 2 1/2		1.25
Profit		4.23	
		<hr/>	
		43.55	43.55

RETAIL.

CUT UP AND RETAILED.

660 lbs Beef	at 05 1/2	36.30	
Estimated Retail Expense		8.00	
35 lbs Sirloin Roast	at 18		6.30
35 lbs Sirloin Steak	at 15		5.25
85 lbs Wing Roast & Top Rib	at 11		9.35
13 lbs Flank	at 04		.72
25 lbs Rump Roast	at 10		2.50
70 lbs Round Steak	at 10		7.00
12 lbs Suet	at 03		.36
67 lbs Plate & Brisket	at 04		2.68
60 lbs Blade Roast	at 09		5.40
35 lbs Neck	at 04		1.40
125 lbs Shoulder	at 07		8.75
60 lbs 4 Shanks	at 02 1/2		1.50
33 lbs Waste			9.00
Profit		6.91	

51.21

51.21

ESTIMATED COST OF 1235 POUND STEER, May and June 1907.

		Dr.	Cr.
1325 lb Steer Live Weight	at 5 1/2	72.99	
Expense		7.29	
800 lb Carcass Beef	at 9		72.00
70 lbs Hide	at 8 1/2		5.95
75 lbs Tallow	at 2 1/2		2.37
Profit		.14	
		80.32	80.32

RETAIL.

CUT UP AND RETAILED.

800 lbs Carcass Beef	at 9	72.00	
Estimated Retail Expense		7.60	
40 lbs Sirloin Roast	at 20		8.00
40 lbs Sirloin Steak	at 18		7.20
100 lbs Wing Roast & Top Rib	at 15		15.00
22lbs Flank	at 04		.88
30 lbs Rump Roast	at 12 1/2		3.75
90 lbs Round Steak	at 14		12.60
15 lbs Suet	at 03		.45
78 lbs Plate Brisket	at 06		4.68
70 lbs Blade Roast	at 12 1/2		8.75
40 lbs Neck	at 05		2.00
150 lbs Shoulder	at 10		15.00
70 lbs 4 Shanks	at 02 1/2		1.75
55 lbs Waste			0.00
800 Loss			1.54
		81.60	81.60

(Witness also reads to the Commissioners comment, enquiry and letter contained in the issue of The Butcher's Advocate of date July the 17th., 1907, first page. The newspaper in question is handed to the Commissioners.)

Q What are those statements ?

A That second statement that I read dated October 1907 shows the estimated then with selling results. They will show that the retail butcher is doing a very profitable business. The retailers' expenses run high in the spring and their business profit figure out less. The more I get for my goods the less it figures pro rata. I have given you the actual sales for the month of June this year. (Hands "Sales" to chairman.)
Mr. Middleton :

Q Where do you principally get your hogs from ?

A Manitoba.

Q Do you find it advantageous to run retail along with the wholesale ?

A It is in Winnipeg. We are a young company. Five years ago the butchers were more or less afraid that we were not going to last. That accounts for us having ~~th~~ these retail businesses. We were compelled to have these or else go out of business. Of course, we had ~~business~~ ^{stores} before we started. The butchers took objection to us. Of course, we had our customers and there was no use or reason why we should close good customers out to take on inferior ones. I do a large business with the butchers. In fact, several members of the retail association have done business with us and are satisfied. We are gradually increasing our business from day to day.

Q If a wholesale merchant in Winnipeg runs in connection with his wholesale a retail store on Main street the trade does not encourage that sort of thing ; they do not think that it is right ?

A It is not, either. But originally we could not very well agree with the retailer's way in which he wanted to run our business. A number of retailers thought they knew more about it. They imposed terms which we would not accept. As regards the high price our retail stores have got to lower prices

Q If there is any combine to keep the price up your stores are not in it ?

A We get as much as we can too.

ALBERT JOHNSON, having been duly sworn deposed as follows:
TO MR. HAGGART : --

Q You reside in Winnipeg and you carry on business as a pork packer here ?

A Yes

Q And you have recently acquired the Mitchell & Sturgess business ?

A Yes

Q You bought them out ?

A The Thyle Meat company bought them out.

Q You are the manager of that company ?

A Yes

Q The two companies have amalgamated ?

A No, the Thyle Meat Company bought out Mitchell & Sturgess.

We are operating on Portage avenue in the same place. Our business is a general wholesale meat business, beef, pork, veal and mutton.

Q Have you an abattoir or slaughter-house ?

A We have a little slaughter-house. We slaughter our hogs and some beef too.

Q Have you a cold storage there ?

A Yes

Q How many cattle do you kill and cure in a year ?

A We have only been in the business for 6 months. We are in a very small way. We do not average more than fifty a month.

Q How many hogs do you average in a month ?

A About forty or 50 a week.

Q Where do you get your cattle ?

A From the stock yards.

Q And your hogs the same ?

A The same

Q And you sell your beef to the retail butchers around the town ?

A Yes

Q And hogs you sell to the retail butchers and cure them ?

A Cure most of them for bacon and hams. Some we sell around town ; cooked meats too.

Q You do not know what your turn over would be yet, you being a new firm ?

A I do not know

Q You buy as cheaply as you can ?

A Yes

Q And you sell as dear as you can ?

A Yes

Q Do you know of any arrangement, agreement or understanding among the wholesale or retail butchers as to the price to be paid for cattle and hogs ?

A No, never heard of it. I was in the retail business for six years and I know that all that time there was no combine neither among the retailers nor in the wholesale. I am satisfied as to that because I could buy from Gordon a half or a quarter of a cent lower than the others and sometimes from the Western Packing company.

Q I suppose if they were loaded up with a certain class of meat that is the place to buy with a little drop in price ?

A Yes, but I never found it that way.

Q What causes the variations in the price ?

A I suppose I could buy closer than the next one ; more careful buying.

Q You are satisfied that there is no combination among the wholesalers now ?

A Yes, and I am perfectly satisfied that there never has been any combination between the wholesalers in Winnipeg.

Q Nor among the retailers ?

A No. There is competition but not combination.

Q Is there any such a thing as a boycott among the butchers, either the retailers or the wholesalers ?

A No

Q You do not know of any ?

A No

Chairman :

Q Were you a butcher in the city before ?

A Yes

Q And a member of The Retail Butchers' Association ?

A No.

Mr. Haggart : I did not know that Messrs. Mitchell & Burgess had sold out to Mr. Johnson. That, now completes the list of meat packers.

DAVID FINN, having been duly sworn deposed as follows

TO MR. HAGGART : --

Q You live in Winnipeg and you have been a butcher here for a good many years ?

A Yes

Q How long ?

A For fourteen years.

Q There was a time when you had a butcher's store ?

A Never.

Q You were always a jobber or a wholesaler ?

A Always wholesale.

Q What kind of business do you do ?

A Only kill cattle, no hogs, no sheep. I do not make a success of mutton. I kill all cattle. I do all my own work.

Q Where do you buy them ?

A Mostly in the stock yards the last two years. I used to buy in the country but there is no good cattle and no satisfaction. The butchers do not want to buy from me when I buy in the country. Cuts to a poor percentage. Red River cattle is too poor to cut enough good percentage. Red River cattle does not dress more than a half. I do not find them satisfactory. If you buy in the stock yards the cattle is healthy and they dress a little better.

Q Are you doing business in the stock yards ? A Yes

Q You have the same chance as any body else ? A Yes

Q You try and buy as cheap as you can ?

A Certainly

Q Do you arrang with anybody not to let the farmers get a start of you ?

A I make no arrangements. Only the time Gordon started his abattoir he asked me to kill in his place. I told him I would kill in his place. I am a butcher altogether different from the other fellows.

Q How ? Sometimes you would be short of cattle and sometimes he would give you cattle ?

A He has to give me cattle ; he promised me. That is a bargain. On the condition that I kill in his place he has to give me what I want for my customers.

Q To whom do you sell ?

A Mostly I sell to the Jewish butchers, the front. They use only the front. Sell hinds to everybody. The small carcasses to everybody. Gordon's butchers kill for me, and supply me

with cold storage and stabling.

Q I thought Jewish butchers kill with an expert ?

A The rabbi inspects every animal. If I kill they go through his hands.

Q If there is anything wrong he rejects it, if there is anything on the lung, a little hole ?

A He condemns it and we cannot sell it to Jews, or if there is a nail in the kidney. We cannot use the beef. Again we kill with a knife and not with a knock on the head. We have to kill him so quick so that he cannot see the cut. If he is not killed instantly we cannot use the beef. The object is to kill instantly without pain. And if he is not killed quickly the animal is condemned.

Q You have a good many customers in town ?

A Oh, yes.

Q Do you know of any arrangement between the butchers, wholesale or retail, to keep up prices ?

A No, if I buy cheap I sell cheap. But I am sorry to say that since New Year's I have lost money up to date. Cattle is high. We pay \$5.50 to \$5.75. We use to sell beef at 7 1/4 and 7 1/2, the hind quarters for 10 cents and I try to sell it higher and I cannot get it.

Q You made a good deal of money before this year ?

A I make a living, a good living, though not so much as men think. According to the way I kill animals, I kill 150 a week and they do not bring me an average of \$1 a beast.

Q Did you read the newspapers about these rascally butchers ?

A I laughed at it. It is to please the people.

Q The newspapers were really not serious ?

A Just teasing the people.

Q Is that all the reverence you have for a great public journal ?

A I can't help it.

Q You do not believe that the butchers are putting their heads together to do up the other people ? Which do you think are the worst ?

A Both of them. If Gallagher can break me he will do it and I will do it to him. I am 40 years in the business . They cannot break me down, though I try to do it to the other fellow.

Q Can you suggest anything to the commissioners that would be of benefit to the meat trade ?

A Why ?

Q You are a Jew and you follow Jewish rules as to dealing with meat. Do you think, as a citizen, that it would be a good thing to have all meat properly inspected ? A Yes

Q There is really no inspection over the killing of animals ?

A There is a kind of inspection in the abattoirs, but I think that no man can inspect like a Jew.

Q You would not have thing reversed for inspection ?

A Yes, but in this thing I believe according to the Jewish killing. It is very nice beef that is killed by the Jews.

Chairman :

Q. You buy in the stock yards ?

A Yes.

At this stage of the proceedings the Commissioners adjourned until the next afternoon, Saturday, the Seventeenth day of August, 1907, when the enquiry was resumed, and Mr. Moncrieff was recalled .

Mr. Alfred J. Andrews appeared for the Witness.

Mr. Andrews : I have had no time to go into the matter yet, but I will undertake that Mr. Moncrieff will be on hand here at the beginning of the sessions on Tuesday and in the meantime will advise him to answer or not to answer as the evidence may warrant.

The Chairman : I do not wish this commission to develop into an argument on legal technicalities. We are here to enquire into the beef trade. We do not wish to delay one day over a little matter and I do not see why this should be adjourned from time to time.

Mr. Andrews : Do you say that you would prefer to incarcerate ~~Mr. Andrews~~ Mr. Moncrieff ?

Mr. Haggart : This commission is going to assert itself. This commission is going to see that all their functions are exercised ; it is only by courtesy that you are here now. You know it is not a right or privilege of a witness to be represented by counsel or to have the services of counsel. If the witnesses before the commission were to be represented by counsel the investigation would be simply a travesty. I have taken the responsibility of advising the commissioners that Mr. Moncrieff is in contempt and that it is within their power to hand him into the custody of Governor Lindsay. Whether the commissioners under the circumstances will act in that way is another question.

On the one hand we had the solemn statements under oath of responsible witnesses. On the other hand we had the insinuations of a newspaper uncorroborated that the witnesses had not spoken the truth. Whether you simply make this incident a matter of your report is a question for you to consider. I think that that is what I would ask you to do, that is, to make no order and take no action now. Just take it into consideration and reserve judgment.

tion and reserve judgment as to, what you shall do. And as this enquiry was instigated by the journal from which Mr. Moncrieff comes I propose to summon Mr. Richardson who took credit for having forced the powers to commence this enquiry. I propose to examine Mr. Richardson and I propose to get all the information I can from him. I would ask you then that you take the matter into your consideration and I would ask you to tell Mr. Andrews that you will not hear argument on this question and not hear counsel. That is my suggestion.

Mr. Andrews : I will certainly abide by the decision of the Court.

Chairman : My ruling as chairman ~~as~~ has been to absolutely and without consideration refuse anybody to question a witness except through our counsel or through one of ourselves. Up to the present we have not had any other counsel in the proceedings. I must rely on our counsel entirely.

Mr. Andrews : This is a witness who has been threatened with being deprived of his liberty because of his refusing to answer a question. If the commissioners will not grant my request to consider the matter on Tuesday well and good. The commissioners may either hear me or not. I am not representing any newspaper, but Mr. Moncrieff. I am here to give my reason why he is justified in his course, but I have not had an opportunity of advising him.

Chairman : We adjourned to give him sufficient time. I would ask you, Mr. Haggart, to advise on that point. So far my ruling up to the present time has been in this enquiry not to allow any lawyer to come in and take the place of a witness.

Mr. Haggart : I would only be too willing to extend Mr. Andrews every courtesy but it would be a very awkward precedent. Whatever Mr. Moncrieff has to say he will say himself Mr. Andrews will advise him. Do you still refuse to answer the question I asked you yesterday ?

Mr. Moncrieff : My counsel advises me that he has not had time to go into the question, therefore he is unable to advise me so far as to whether I should answer that question.

Chairman : After conferring with my fellow commissioner in regard to this matter, and I must say that it is a new experience for me, I must rule that we will reserve our decision for further consideration, and the matter can be considered by Mr. Andrews in the meantime, and as Monday is Civic Holiday we will sit here again on Tuesday next at 10 o'clock in the morning.

Mr. Andrews : I can only thank the commissioners for their courtesy.

FREDERICK W. PETERS, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q What is your official position in the Canadian Pacific Railway company ?

A Assistant freight traffic manager of western lines.

Q So far as the transportation of live stock is concerned what are your duties ?

A To publish the rates, supervise the regulations and system under which all traffic is handled and to deal entirely with the shipping public on matters of transportation and freight. That is as near as I can describe it.

Q You have full charge of that department ?

A Yes from the west to Lake Superior.

Q The shipping of livestock from western points to Winnipeg is in your jurisdiction ?

A Yes

Q From Western points to Montreal and from Winnipeg to Montreal is in your jurisdiction ?

A Yes

Q Who fixes the rates ?

A The tariffs are published in my office and are described as being issued by myself. Of course, all large questions in regard to rates are first considered, principally through rates by the head of our department in Montreal.

Q The ~~statement~~ settlement of the freight rates for all cattle shipped in the west to the east is all done in your office through yourself or those under you ?

A Yes, through myself.

Q I suppose that you are personally acquainted with all the shippers ?

A Not all, but as many as I can be acquainted with.

Q You know all the Winnipeg men ?

A I think so.

Q Gordon, Ironside & Fares, The Western Packing company, Gallagher, Holman, EnFrance Company, Mitchell, J.Y. Griffin ?

A I think I have met the managers of all those concerns. They may not see me on every occasion personally.

Q Is that tariff issued from your office strictly adhered to ?

A Absolutely

Q Would any shippers by reason of the amount of business they do get any advantage or preference ?

A None whatever. A man who ships one car gets exactly the same rates and service as the man who ships a hundred. It has

never been different since the C.P.R. started to do business in this country.

Q According to that the only advantage a big shipper would have he would get a train and rush it through ?

A There are no lower rates than there are for one car load.

Q You might give a better service for a train ?

A A solid train making a prolonged trip starting in Saskatchewan or Alberta would naturally make better time than one car, not always but it might. Because at divisional points there is nothing to make up or to fill out the train, shunting and so on.

Q It is insinuated that Gordon, Ironside & Fares have an advantage over smaller dealers and ranchers ?

A That is absolutely incorrect, they have not.

Q They might have incidental advantages ?

A Not so far as the railway is concerned. If so, they get them through their own facilities.

Q They might have facilities for feeding stock at certain points ?

A None that no one else cannot have.

Q Others can have them ?

A Others can have them.

Q Is there such a thing as rebates in the trade here ?

A No.

Q There is no direct or indirect advantage ?

A None.

Q As far as the railway company is concerned it is in favour of no particular shipper ?

A None whatever.

Q Now, Mr. Peters, you do business with quite a number of the smaller shippers ? throughout Manitoba ?

A Yes

Q There is a cattle dealer at nearly every point of importance

A Yes

Q Who is shipping perhaps once a week or once a month a car load or a couple of car loads ?

A Yes

Q You hear a good many complaints from them ?

A Sometimes we do on different matters.

Q What is the burden of their grievances ?

A Sometimes the train on which their cattle is shipped is delayed for various causes, snowstorms, or some reason or other. They mention they have made a slow run. We investigate and if their explanation is a reasonable one, the cause being something unforeseen, or accident nothing can be done. If it is carelessness by an employe of the railway we take steps to guard against its re-occurrence.

Q We have had many complaints of extraordinarily slow runs and suffering of cattle and a consequent shrinkage ?

A It is just such a case as I have spoken of. A Shipper may complain. We take it up. Accidents will happen. If it through bad judgment on the part of our men we lay the matter before the management and everything possible is done to guard against its re-occurrence.

Q Some of the men who have suffered have generously given this explanation that the development of traffic has been so great this last couple of years that it is almost impossible for the company to handle it as expeditiously as they it would like ?

A In the issuing of general instructions for the movement of trains (traffic) the class of traffic that is given first place is live stock. That is usual on any line of railway. That is the first instruction. If it cannot all be moved, livestock and perishable freight, that is, fruit and goods

and will be injured by frost or heat, livestock goes first. It gets the best dispatch of any class we handle. One feature of the livestock traffic is the handling of cars is all one movement. We have to handle all that equipment empty one way.

Q You make up your schedule with a knowledge of that ?

A No, we do not. We look upon the rates on cattle as affecting the development of the country. Our rates in this are most unprofitable of all classes considering the hauling back of the empty cars ; practically 90 cents a cwt., or \$180 a car. Developing the country indirectly helps to develop the railway.

Q Speaking of the Manitoba trade which consists of a few cars off the different lines every now and then, dealers say they expect a cattle train every two weeks, whenever that may be. They load their car up and perhaps for 12 or 18 hours they will have to wait for that train, and then it will be delayed on the road and perhaps 24 hours more may elapse. These cattle are penned up and on the road, and they might be hauled in in less time ?

A I do not think that that is correct statement. Last year a meeting of the principal cattle buyers of Manitoba was held in my office, and I asked them to say what service they wanted on the different branches. Their knowledge would enable them to say what days in the week we should have a train. They fixed that schedule, and I have not had a complaint this year from the local dealers association anyway. I have had an occasional verbal complaint on what I described as a slow run, which I have investigated, but I have not had any complaint all the season in regard to the service on the branch lines. I enquired on seeing the reports of the meetings of this commission of some of our offices if they had com-

plaints, and they said that they had not. I have not heard of it.

Q Do you think it is a good policy to give a good service ?

A For selfish reasons it is the best policy. It is the best policy for the farmer to fatten stock It benefits the railway just as it benefits every other interest.

Q There may be outside your office some means of favoring or of giving some benefit to a favoured customer of the company ?

A Of course, I cannot say as to that, only this, that if discrimination was shown and any one suffered I think I should hear of it, for the simple reason that the shipper understands that if they suffer through favouritism of any one they would come to my department to secure redress. Therefore, if there was favoritism I would know of it.

Q Are you satisfied that there is none ?

A I am perfectly satisfied that there is none.

Q I find an examination on this of Thomas R. Jevens before this commission. He said he was told that if he consigned to Gordon, Ironside & Fares, he would get cheaper rates than he would get himself, because they were the larger firm ; this was at Wetaskiwin ?

A Absolutely impossible. He could not possibly get a lower rate. If the agent could do less than that he would pay it himself.

Q In answer to a further question when he was asked the difference between what he paid and Gordon, Ironside & Fares, he said about one third the local rate less.

A Nothing whatever in it.

Q That is perfectly groundless ?

A Yes

Q The question was this "You were informed by the agent at Wetaskiwin on the 11th of October 1906 that it would be cheaper to consign cattle to Gordon & Ironside rather than ship them to yourself and that the rate would be much cheaper, and as a result you saved one third the freight rate ? A. Yes, sir."

A I think a witness of that kind should be compelled to prove his statement. It is an injury to the country at large. The evidence also as published by Lauzon is equally untrue and unreliable.

Chairman : This gentleman told the commission he had evidence to prove it. We have not heard from him since.

Mr. Haggart :

Q "Q. That meant a man shipping to Gordon, Ironside & Fares would get two cars through for the price of three cars ? Who paid the freight on your cattle ? A. Gordon. And he deducted the freight and found it was quite a lot cheaper." ?

A If he made any allowance it was not on account of the freight rate.

Q Have you got a separate account open in the books of the company for these cattle shipped here ? For instance, have you an account in the books of the company showing what Gordon, Ironside & Fares paid you ?

A Our books show the record and amount of charges for every one.

Q You have no objection to allowing our expert to examine the account ?

A None whatever.

Q Now Gordon, Ironside & Fares will pay you a million dollars, The Western Packing company considerably less, would I have to go through the whole year or have you the charges as against each separate ?

A No, we do not keep separate accounts. Every bill comes in and is entered in rotation and every car load has a separate way bill. We may make a different kind of one for several cars, and the date paid. We do not keep a ledger account.

Q It would be a very serious matter for any outsider to see what business you are doing with those firms ?

A No, you can glance at the sheet and see the car of stock for several different consignees with the figures. If this commission wants to examine our books they are open to them. Instructions will be given to our agent to explain so that there can be no possible doubt as to the rate charged everyone.

Q You were going to say something about Lauzon's statement ?

A If it was correctly reported in the press. I was told by one of our officers who heard him say that the big shippers got \$10 a car rebate. I denied it in the press. They are untrue. It does not hurt us but the effect it might have on the country is injurious. I think Lauzon should be called upon to produce his evidence and publicly retract his statement.

Q Mr. Craig, who accompanied the commissioners as secretary through the territories, through Alberta, has a lot of complaints made by different shippers. He thinks it would be advantageous to lay them before you ? Though we are going to re-assemble here on Tuesday morning at 10 o'clock ?

A I have a meeting in my office at 11 o'clock of the Winnipeg board of trade. I would not be able to answer them without investigation. The only complaints that we have looked into are which are drawn to our attention.

.not

Q I think a Mr Pone complained that a small shipper did receive the same attention as a large shipper ?

A Our live stock agent reported to me from Stettler a complaint that he asked for proper service and attention. He was told he could he could have an engine and 10 cars. He advised a certain date. That morning the engine with 10 cars ran to Stettler. He said his cattle had not rested enough and he would not ship till the next day. The engine ran back to Lacombe 60 miles. The following day when the engine and train got there the engineer was told he did not want to ship because he had sold his cattle. The cars were taken back empty. That is one of the complaints.

Chairman :

Q. Mr. Peters, would it not simplify matters if the secretary tabulated for you a statement of these ?

A I would be very glad to look into them. Of course, I would have to have time to refer to our different offices ?

Mr. Haggart :

Q It may be a few days before you could get it ?

A Yes.

Q You know the objects of this enquiry and what led up to it ?

A I can see the object of it.

Q It is to enquire into the meat trade conditions generally including transportation. Have you any suggestion for the commissioners that would be of use to them ?

A That is an important question to answer off hand. I have been connected with the transportation question for 26 years covering the whole of the western lines of the company. There are many conditions which might be improved in the methods of producers of traffic. We are trying to improve our conditions. We have very greatly improved conditions during the last few years. I would not like to make any suggestions without careful consideration.

Q You know that the farmer and rancher do not hesitate to lay the blame on the big dealers and the railway companies ?

A We have noticed it.

Q And the wholesale men and the dealers say that the farmers and ranchers do not know their business ?

A That is very true

Chairman :

Q After all the evidence we have heard about rebates, may not the idea of a rebate have arisen or originated through confusing the local and through rates ? Supposing I am an Alberta shipper. I ship to Gordon and sell to him in Winnipeg from Lethbridge at 43 cents freight. Now, he pays that freight and deducts that 43 cents from what he is to pay for the export cattle. He ships them through, say at 90 cents to Montreal. The sum of these two rates is \$1.03. The through rate is 90 cents to Montreal ; on a car that is \$26. Would it be possible for a shipper or buyer to juggle with those rates or shipping bills that he could get the benefit of the through rate to Montreal and still charge his vendor the local rate ?

A That is a matter of agreement. Cattle may be consigned through to Montreal for export, stopped at Winnipeg for feeding and either take delivery at Winnipeg at 43 cents or send through at 90 cents, that is the tariff. A car may be billed here on Winnipeg at 43 cents. When it arrives here the owner may say "I want to send it on to Montreal, I do not want to pay sixty cents." We say : "You don't have to." We alter the bill and let them go through at 90 cents. Gordon, or Mullins or any buyer might buy a car of cattle shipped to Winnipeg may come to us and get them sent through at 90 cents.

Q It would be possible for Gordon to say to a man in the west "Ship to me and I will give you \$13 reduction or thereabouts", that is if Gordon or Mullins can ship through to Montreal ? They say "You ship to me here and I will get you a reduction in the local rate". That is, he would divide up the freight rate ?

A Not if the man has ordinary common sense.

Q Would it be possible?

A I can imagine how it could be done. He buys that man's cattle either at Lethbridge, Winnipeg or Montreal. If at Winnipeg he can charge that man 43 cents local rate. That is purely a bargain in buying and selling. But no one juggles with the rates.

Q Say he paid the local rate would it not be possible for him to send them through on the through rate ?

A It would be a question of what he pays the man in Winnipeg

Q We have had so much evidence on it as to the way the rate has been deducted from the amount of money paid for the cattle?

A Gordon, Ironside & Fares frequently pay the 43 cents and take the cattle. They pay the same as any one else. They may charge the man 43 cents, but how they can make any advantage out of it I do not know.

Q How can they get the through rate from Lethbridge and charge the man the local rate to Winnipeg ?

A It is all a question of price. If they buy cattle delivered in Winnipeg at so much a pound, in their settlement they are quite justified in charging him freight to Winnipeg. They pay that themselves from their own ranch. Then if they ship these cattle through they are entitled to the through rate to Montreal.

Mr Haggart : 563

Q Although the shipper has paid a little over ?

A No, to Winnipeg

Q But in changing the freight from local to through the shipper is charged the full local rate ? A Yes

Q But when it is changed from the two local rates to the full through rate then as a matter of fact he has paid a little beyond ?

A The combination of the two local rates is more than the through. If you ask me if the transaction is proper what other rate can they charge ??

Chairman :

Q It is not a question as to whether it is proper, it as whether it is possible ?

A There is no other way but to charge 43 cents.

Q Could they get the through rate ?

A Yes. A ~~man~~ man sells a grain dealer a car of wheat to Winnipeg The through rate from point of shipment to Fort William is 25 cents to Winnipeg 20 cents local. A man buys that car of wheat on track in Winnipeg or in the elevator in Winnipeg. He buys it based upon the market value at Winnipeg If the buyer pays the freight he deducts 20 cents per cwt and charges that ~~the~~ to the shipper He takes the credit for the freight he paid. He comes to the railway and says : "I want the balance of the through rate, namely : 5 cents a cwt." He takes it. The only difference between the two trades we do not make a stop off. Now that grain buyer gets a through rate of 25 cents, but he charges the owner of the grain nothing but the tariff rate to Winnipeg and the rate any one in Winnipeg would have to pay if they bought it to grind it.

Q Is there any regulation whereby an abattoir man would ship in a car load of cattle and slaughter and he would get a ~~gent~~ ~~xx~~ through rate thereby he would ship out a carload of dressed meat, say to Port Arthur or Montreal ?

A We have a tariff published on dressed meats from Winnipeg east which carries some conditions. I would like to file that tariff with you. I will file a copy of that.

Mr. Haggart :

Q Doyou know a man named Knight a shipper of livestock at Calgary ?

A Yes

Q You had some correspondence with him sometime ago. He had sent 5 cars of stockers from Sttathmore. He had complained that the company discriminated between Pat Burns and him. Do you remember him ?

A He complained before the Railway Commission which gave us an opportunity of speaking to it. His complaint was dismissed by the Railway Commission.

Q The whole matter was threshed out before the Railway Commission ?

A Since Knight gave evidence before this Commission, I had the newspaper report of the evidence, I think I convinced him that the statement he made was not correct. He made the statement that the C.P.R.livestock agent was not on hand to assist the small shipper. I told him the man could not be everywhere at once. His action in the case of Pone's shipment would indicate that he does not discriminate in favor of the large shipper as against the small shipper.

Q There was some question of a feed bill at Calgary ?

A I saw a complaint of a feed bill. at Moose Jaw.

Q You had paid somebody's feed bill and did not pay Knight's ?

A We are not paying anybody's feed bill

Mr. Middleton :

Q Who has charge at Calgary to pay this feed bill ?

A Any one can

Q There have been many complaints regarding the stock yards at Moose Jaw ?

✓ A It is true that we have had a contract with a brewing company which is neat there and the company kept the yards clean and in order, and had the right to sell feed, but we held the rights to supervise their charges. Our livestock man went there they and told him what they had paid for hay. But to guard against excessive charges we have taken care to closer supervise their charges. Moose Jaw is only a feeding yard. The brewing company puts men in and provides attendance. They have the right to sell feed to parties passing through

Mr. Haggart :

Q Have you heard complaints where people were paying say a dollar a bale for hay, and other shippers like Gordon & Ironside only pay \$10 a ton or like Burns ?

A There is no different charge by our men

Q There are some places where you do not handle the feed ?

A Yes, there may be. But we absolutely control them. Our understanding is that they shall not discriminate and I do not believe that they do

Q You can adjust that if any reasonable complaint is made ?

A Yes

Q I suppose the big shippers have their own feed at unloading stations ?

A Yes

Q In that case you have nothing to do with it ? A No

Q But it ought to be the policy of the railway company to see that all shippers have the same facilities ?

A They have the same facilities, but if a railway has to keep

a stock of feed, but it perhaps on a high market to have a supply on hand and a certain amount of deterioration occurs, without profit it might be a little high, but the difference should not amount to very much.

Mr. Middleton :

Q I think the complaint was more on account of want of assistance ?

A Railways do not guarantee to give assistance While in some places our men help to load and unload cattle we could not assume that. We do that by giving transportation to drovers. The hay is delivered in the yard. Whether that includes putting it in the feed troughs or racks I am not quite sure.

Q It would be impossible to distribute hay under ordinary circumstances to a large band ?

A I could not say what are the terms of agreement with these men, whether it provides for putting the hay in the racks or not. I think, however, they do furnish some assistance.

Q Would a large shipper be allowed to supply his own feed ?

A That is not usually a condition where we lease a yard, otherwise parties would not undertake to look after the yards.

Q At Moose Jaw this question came up about parties paying \$25 a ton for hay and the question was asked Burns if he paid this amount. He said he did not know Because he was asked to pay it.

A Burns has his own yards. A man may make a bargain for a large quantity. If you find any objection regarding the resting and feeding in our yards we are quite prepared to handle them ourselves, and not have it result in loss or a inconvenience to the shippers.

Q It was in the winter time and the railway company was hardly accountable for it. The small transport and the large transport, even whole train loads of stock blocked when they got to Brandon, and they only travelled 12 miles an hour between Brandon and Winnipeg ?

A The complaint was made to us. The capacity of a locomotive is the hauling capacity of that engine. Where the grades were lighter or better that locomotive could take 5 more cars at Brandon and they were put on. It was just as easy for that locomotive to haul a train with 5 extra cars for the other locomotive to haul the shorter train, but for some reason it did not make as good a run as from Broadview to Brandon.. We made an investigation. Because 20 cars is a train load at one point, it does not say that 25 cars is not a train load on a better part of the road. It was not a case that the engine from Brandon had more than she could carry. These are some of the complaints we had to investigate.

Mr. Haggart :

Q Could the company run a regular schedule train for small shipments ?

A Yes, we have one every day

Q A stock train ?

A No. We have had no complaints from the Livestock association.

Q How many cars of livestock will make a full train ?

A It varies for a division. Some are heavier than others. Some locomotives are heavier than others. Each locomotive is rated at the bunch it can haul.

Chairman :

Q We were asked to suggest a remedy. In my own mind I feel it would be proper to specialize so important a branch of the export trade. Have you thought over the matter of how that

branch of this industry can be specialized without giving any one man a monopoly. Is it possible to devise any scheme whereby it could be specialized ?

A The most important condition is ocean space. As far as railways are concerned, the man with one car has the same rates as the man with twenty, but if the man fails to fill the ocean space, the ship has to go light. If the shipper fails to bring his cattle the shipper has to pay for his space just the same. He has to put up security.

Q In that case would it not drive the small man out ?

A It makes it difficult for the small man., the same as with the small lumber man or grain shipper. A man shipping one car load of grain to Europe wastes a lot of valuable space. We do not let anybody gamble on space. We are not running in competition with all the ocean carriers. If there is anything more that you can think of I shall be glad to let you have it.

There is one matter stock yard accommodation in Winnipeg --- I simply want to say that where we are the yards require enlarging and that we are considering the question of enlarging them.

Q The company keeps the management of them in their own hands ?

A Absolutely

Mr. Haggart :

Q Now that other lines have their terminals here would it not be in the interests of the railway companies to have union stock yards ?

A Yes. It is the proper method where Winnipeg is the funnel to the east. It should be under separate management and absolute ~~qua~~ equality.

Chairman :

Q What would the management be ?

A A separate company in which the railway interests should have a voice to ensure proper management

Mr. Haggart :

Q And perhaps the cattle interests ?

A And perhaps the cattle interests, but under separate ownership and control which will afford an interchange of livestock shipments between all railways. We are in favor of it.

Q Shippers over the C.N.R. lay the blame of excessive shrinkage on getting the cattle run round the transfer and up through your yards ?

A Well, if the union stock yards are established they will have to be reached by a better way. There may have been a delay such as you speak of. At one time during last winter there was a great deal of difficulty, but I did not hear of it. I know cattle shipped now from Saskatchewan points on the C.N.R. are brought into Winnipeg through our yards and were shipped east.

Q These are just cattle destined to be offered for sale to the packers here ?

A Why do not the C.N.R. provide their own yards ?

Q They were going to Griffin's ?

A The delay was in switching to Griffin's ? They could drive them ; it is just as short. Griffin is getting hogs and cattle in off the C.N.R. So are Gordon & Ironside. A case of the kind may have occurred through congestion or through some stormy weather.

Mr. Middleton :

Q This stock business is changing a great deal in the west. Supposing you saw the prospects of a large increase of small ranches, could you get a scheduled train to facilitate the shipments of stock ?

A Yes, we will put on a service if it is required. It will be one man will say "I want a train on Thursday" and on Thursday there is nothing to move. That is what discourages us. Let us have any assurance that there is a necessity for the a service and we will continue it. When the matter came up a year ago Mr. Whyte said "we will do it even if it does not pay at the start". And we will do it.

It being 5 o'clock, at this stage of the proceedings the Commissioners adjourned to meet the following Tuesday, August the Twentieth, 1967, at 10 o'clock in the forenoon, when the enquiry was resumed.

JOHN J. MONCRIEFF recalled :

Mr. Haggart : The first matter I believe is as to whether Mr. Moncrieff shall answer the query.

Mr. Andrews : Mr. Chairman, I have given this matter some consideration since you so kindly adjourned it until this morning. As to my right to address this commission. Though it is not usually a right it, one that is granted a witness who is threatened with the common jail, and I think it is not improper for me to explain his reasons for his refusal.

His reason may not appeal to the lawyers present nor to ourselves. It a newspaper's privilege which he has asked me to advise on as to whether he is compelled to answer. That is real the name of the writer of the letter "The Butcher's Assistant." I fail to see anything very much amiss about the letter, except perhaps that the writer may not agree with the methods by which the commission is proceeding.

Witness. It has been stated in

and printed by the official printer

Mr. Haggart has asked for the name of the writer of the letter. This is not ~~relevant~~. The duty of this commission is to enquire into all matters connected with the beef industry in this country, particularly to see if there has been any conspiracy to control the trade. Mr. Moncrieff has spoken of facts within his knowledge. He may know the person who claims to know the facts, but he can only speak of his own knowledge. On the ground of irrelevancy the name should not be disclosed.

Chairman : All we want to know is if Mr. Moncrieff is going to answer. I am responsible. I told our secretary to get the name of the writer of the letter.

Mr. Haggart : The question is whether Mr. Moncrieff will answer ?

Mr. Moncrieff : On advice of counsel I refuse to answer the question.

Mr. Haggart : Mr. Chairman, my learned friend has spoken about relevancy and irrelevancy. The speech of counsel for a witness is certainly irrelevant. I have advised you that Mr. Moncrieff is in contempt. The only way to purge himself of that contempt is to answer. And it is in the power of the commissioners to send him to jail until he does answer. I leave it with you.

Chairman : In dealing with a matter of this kind, which has unfortunately come before the commission, I felt that anything tending toward a waste of time is outside of this enquiry and is to no purpose, that is as to facts concerning the meat trade. I am certainly disappointed at the stand taken by The Tribune, particularly in that letter, for if any one could have exercised any influence here it was the Tribune. It has been stated in the Tribune that Mr. Haggart was appointed by the provincial government.

Mr. Moncrieff : As to what the Tribune stated on Saturday I may say that Mr. Richardson is responsible. He told me that he would come up on a notice over the telephone. I am responsible for that letter as managing editor, Mr. Richardson as one of the proprietors of the Tribune is also responsible.

Chairman : We are not here to report to the public now the reporters are here. However, it has been stated already by me that Mr. Haggart has been appointed by and is under the control of this commission, and in any disputes between us he is directly responsible to us. Any honorable witness who comes here and answer directly and frankly any question that is asked him will not be abused , no good purpose would be served by it.

Neither do I see that any good purpose could be arrived at by committing the editor of the Tribune if he refuses to answer

WILLIAM W. BRAUER, having been duly sworn deposed as follows

TO MR. HAGGART : --

Q Where do you reside and carry on business ?

A New York, London, Liverpool and Chicago and sometimes in Canada. in the exportation of livestock ; and as a commission salesman in Liverpool and London.

Q Have you had some experience in Manitoba and the Northwest Territories ?

A I have

Q What has been the nature of that business ?

A Only in buying export cattle and some butcher cattle.

Q Where ?

A I bought in Alberta and in Winnipeg cattle coming through, about the First of October and the middle of November.

Q What would be the extent of your purchases here and in the northwest ?

A Purchases in Canada were very small, only about 11,000 cattle in the 5 weeks sent to England. These are all export cattle.

Q Do you buy butcher cattle when buying the others ?

A Yes, I send them to Montreal to be sold. I send the export cattle to England --- to London and Liverpool.

Q October last was your first experience here ?

A Yes, from October to the middle of November.

Q From what parties did you buy ?

A I bought the bulk of the cattle from Pat Burns, Calgary.

Q He is dealing very largely in cattle ? A Yes

Q He is supposed to have a good many butcher shops himself throughout that province ?

A I understand so. I bought 6000 head from Burns. I bought a good many from Bater, and some through Daniel Coughlin, some from MacKenzie, some from Pound & Young, and then some little lots in the yards.

Q And where were these cattle loaded ?

A They were loaded west of here and then ^{came} ~~came~~ to Winnipeg, re-loaded and sent on to the seaboard. They were train loads mostly.

Q You know the object of this enquiry ?

A I do.

Q Briefly state your experience then as to these cattle ; is there any grievance that you have, or did you ascertain or find out any conditions that bore hardly upon the smaller cattle dealer ?

A Yes, I have some grievances and I have had some very bitter quarrels with the C.P.R. on this subject.

Q What are your grievances ?

A My direct grievances was against the C.P.R. I have no grievance againsy individuals. I have no particular wish to grieve against them. In the stock yards the C.P.R. does not appear to have any control over the stock yards. Every man has a key to each respective yard, that is, one key fits all the locks. I was a stranger here last year. I want to state that I have dealt in all the large markets of the world and I have never come in contact with such a band of ~~prinkers~~ pirates in my life and I never had such hard dealings.

Q From the C.P.R.?

A No, from the general out come of people. Not only the officials but some of the cattlemen as well. For instance, our cattle would come in in train load lots. They would be assigned to certain pens. Prior to going to the pens we were subjected to having them held on side tracks because the yards were filled up, we believe maliciously against William W. Brauer, in order to give us as much trouble as they could to drive us away as cattle buyers.

I will explain : The C.P.R. allowed butcher cattle and stock cattle to be held in the yards directly against the rules of the company for times ranging from one to three hours. The yards, as I understand it, should be for the benefit of all shippers shipping cattle into the yards especially for through shipments of export cattle.

I found that such was not the case. The C.P.R. does not pay much attention and it allowts the business to be run by anybody in the yard.

These people had keys. I found my cattle were changed from pen to pen without my knowledge. If they were in Nos 3, 5 and 7 pens they would be taken down to the other end of the yard. If I asked the C.P.R. they would say they would try and find out the reason. That reason they never could find out. The fact was it was done. Three times in one day my cattle was mixed up with that of other shippers.

We do our business systematically and without much to do about it. We do not want much hallooing and noise about it and we let others alone. But in the yards we found that everybody interfered. My time is taken up in attending to my own business. I cannot afford to have thing mixed up. On one occasion I had 20 of my heaviest cattle stolen out of my yards and these cattle were secreted in the last pen of the C.P.R. yards, and evidently whoever stole these cattle thought That I never would know that they were there. But I am always attending to my business And I saw these cattle, and I sent Mr Patterson, the brand inspector and to go and recognize the cattle according to brands which he did. He will verify that statement, no doubt, at least I trust he will.

In loading cattle from the yards it is customary to notify the agent of the C.P.R., Mr. Evans, when one wants to load out. He has control of the stock yards. I notified Evans. I do not remember the day, but it was sometime in the latter part of October. I went to load out 30 cars of cattle. I do not remember the exact number.

He said "What time will you have them ready? Will 10 o'clock do you?" I said it would. We were there and had the cattle ready to load. Then after we had hayed the cars for ourselves Gordon's cattle had been put in these cars.

Mr. Evans assured me that it was a mistake.

I told him that I declined to overlook it. It was plain to me that something was wrong. I went to the head office and laid a direct complaint against Evans and demanded his discharge, and I told them that I did not want to discuss it unless Evans was there. Evans was brought down before Mr. Robertson, assistant to F.W. Peters, Mr. Peters being away. At least he was not in his office. Mr. Belbeck, superintendent of terminals was also there. He started to explain the matter by talking about Gordon, Ironside & Fares saying that they had a great many cattle there, that that was some excuse. I told him that my visit was not to discuss Gordon, Ironside & Fares. I was there to discuss one of their officials. I was there to discuss that point and no other.

The result of that interview did not amount to anything. Three or four days after that I had another load of cattle leaving here for Baltimore, Md. I had these cars hayed and bedded ready for shipment. Twenty-two of these cars were placed and ready to load in that chute which is all you can get in there.

I went to the hotel and Gordon had 12 cars of cattle in my cars and he had the others going on to load. This was about 10 or 11 o'clock in the morning. The days were getting shorter every day and a man in the business knows it is a great hardship to load cattle at night.

Evans could not be found. He had not come back to the stock yards that day and no explanations were given to me why these cattle were put in my cars.

Q. In what way were these cars your ?

A. The numbers were taken and they had been assigned to me by Mr. Evans. In my cars were placed Mr. Gordon's cattle.

I did not see the cattle, but I went down and made a greater complaint than before. I would not say to whom it was made. It was at the head office. We had a nasty quarrel. I told him that we were not in the habit of doing business on those lines. The business in those yards were done ~~much~~ unlike that done in any yards in the United States or Canada.

Finally I withdrew my demand for Evans' discharge and they agreed this would never happen again. That was in November 1906. Then my shipments were beginning to be pretty much shipped out.

As to the conditions of the yards they are not large enough and they have only one place to load and unload cattle. They have only one alleyway. They have two sets of scales but only one is in use.

They weigh when they can off cars. I have jotted down some few things here that may refresh my memory. The C.P.R. allows each individual to feed his own cattle. Q. Here or all along the line?

A Here, White River and Schrieber. The only place on the C.P.R. where individuals do not feed their cattle is Montreal and the only individuals who feed their own cattle there are Gordon, Ironside & Fares.

I will show you the disadvantages to shippers, to individuals to feed ^{cattle. For instance} ~~cattle. For instance~~, a stranger comes in with one car load or a train load.

I make this statement : Gordon, Ironside & Fares take charge of and feed and water these cattle, the cattle of the stranger. Instead of the railway company feeding the strangers' cattle, they allow Gordon, Ironside & Fares to feed and water these cattle.

The result is this that the man naturally feels himself under some obligation to Gordon & Ironside for doing this. Gordon goes in and cuts out the cattle, sorting the best from the worst, the cows from the heifers. I am speaking of the strangers' cattle.

Q What right has he ?

A The idea is this, that if these cattle are in their possession these strangers feel that they are under some obligation to them, especially after they have sorted out the cattle. And no one has a chance to buy these cattle.

I would have given a good deal more for the cattle yet I had no chance. They said "If we sell to you our export cattle Gordon will refuse to buy my butcher cattle." I said : "We are prepared to buy butcher cattle". They had some excuse and said they would try and give me a show when they came back.

Now, several times there, to my knowledge, if what people have told me is correct, I would have given 5 to 6 more than what these people gave for them, but being as they were, placed in Gordon's hands, we would not have any show.

That is just the position about that. I think it is very unfair for the C.P.R. to allow that practice. It is very unfair to the farmers. I do not see how they can receive the full benefit of the market. Neither am I prepared to state that Gordon did not give them the full benefit of the market.

But if what these men tell me that the price that was given them was a correct quotation, they sold the cattle for less than they were worth. That practice should be stopped.

I want to say this in favour of the C.P.R. When I arrived in town the week before last I resumed the fight that I

started in November last. I was in Mr. Lanigan's office. And I want to say this in favour of the C.P.R., they now have promised to do many things that I have requested them to do.

I have pointed out to them where it was wrong to allow the keys of the yards in the hands of several men. They have agreed that the keys shall be only in the hands of their own men, and that that will avoid mix-ups of cattle.

They have also allowed that cattle going out shall have precedence over cattle coming in. It takes a lot of time to load cattle out ; it takes a longer time than it does to unloading cattle coming in. In loading out cattle you take so many cattle to make more room. That is one advantage.

A second advantage is it takes less time loading up than unloading because they have to be weighed first, when unloaded. That takes three times as long. They claim now that the business at the yards will be run for the benefit of all parties.

I made the demand that we want our rights and no advantages. We want no advantage from any man. I told him that I was perfectly able to cope with any cattleman but was not able to cope with the any railroad.

Q Last fall you were satisfied that you were needlessly handicapped as against rival cattle buyers ?

A Yes but I have no grievance nor animosity against them. The only thing wanted was to be let alone to do business on business lines. The railroad company was severely handicapped at that time by so many butcher cattle cattle being held at stations at which they were to be loaded.

When I came here the markets in Europe were in a bad state and cattle were losing a great deal of money. I spent a great deal of money in telegraphing. I am posted everyday from

England and New York as to the steamships. I could see ahead and I saw a chance of making money. Everybody else was refusing space, because cattle was losing money, especially so my friends in Winnipeg.

I went into the space market and took nearly all of the boats that were offering it for a low rate and restricted many of them so that they could not carry more than the maximum number agreed upon. The result was that I had pretty much all the space and the other people had very little.

Q From where ?

A Canada and the United States ; Portland, Me., Baltimore and Montreal. We will name these 3 ports. The result was that the market responded and ran high. I had the space on my hands and I had the cattle. The stations in the west were blocked by butcher cattle ; west on the C.P.R. I do not know what reasons they had, but I believe it was to block the operations of myself ; to keep the cattle from getting to the seaboard in time in order that they should not make the sailing dates of the steamers and cause us to be put to ~~damage~~ of demurrage of \$250 to \$400 a day on each steamer. They succeeded in one or two instances.

Q Whp would you say was responsible for this excessive blockade of butcher cattle ?

A Gordon, Ironside & Fares. I do not think the C.P.R. was responsible. The blockade occurred west of here, and the Winnipeg yards were full of cattle owned by Gordon, Ironside & Fares. I went to the C.P.R. officials and put this matter before them, and I must say they did try to straighten it out.

They first asked me to give them a list of the names of the ships and the sailing dates and of all the steamers I had. I gave it them in writing.

They also went to Gordon and asked for his. He did not give it to them. I said to the C.P.R. officials this : "Do not accept on your lines one car load or any number of car loads of butcher cattle, and do not accept on your lines for shipment any export cattle that the parties have not named steamers for which they are billed. That is the only way that you can get over this blockade . At the same time these cattle must be moved out of these yards. This practice is not carried on in any stock yard in the world except in Winnipeg."

I understand that they did give instructions that the yards should be relieved of cattle and many cattle were gotten away. I do not know it to be fact but I believe they did try to remedy the blockade. They stated to me that nobody had complained of it. They were not in knoweldge of the working of their own yards.

Q It looked to you as if Gordon, Ironside & Nares took unfair advantage of the conditions that existed, and by reason of their connection with the C.P.R. attempted to drive you out of the market or embarrass you ?

A I believe they wanted to drive me out of the trade in Northwest Canada.

Q You found a disposition on the part of the C.P.R. to relieve the situation after they understood it ?

A Yes

Q Would that be the tactics of one rival cattle firm generally as against another ?

A No. I have done business for thirty years in Chicago right alongside all the largest exporters and I

I never have had this experience before. It is only narrow minded shortsightedness.

Q. The poor way in which the C.P.R. Company's yards were run and Gordon, Ironside & Fares's influence with the Canadian Pacific Railway were all used against you ?

A. Yes. This man Evans, representing the Canadian Pacific railway was afraid of his own life. He was afraid to do what was right for fear that he would be reported to the Canadian Pacific Railway company. I told them furthermore, that they should place him in a position where he could speak like a man.

Q. But did he appear to be dominated by these other men ?

A. He appeared to be under their influence.

East of Winnipeg, we have the same conditions exactly.

We get to Montreal and find the same thing. That is the trouble that they are running up of the government before they are of any use. They have not been inspected. These Gordon, Ironside & Fares have other shippers. They have their own yards and feed their own shippers. They are making the railway company feeding for them.

~~EXCERPT FROM~~ THE EVIDENCE OF W.W.BRAUER, AUGUST 20, 07
continued

TO MR. HAGGART:--

Q What is your opinion now from the experience you have had as to certain parties getting rebates, concession or reductions from the C.P.R., do you think any such practice exists?

A. I could not make a statement without I could take my figures from a paper to read. I do not believe the man lives who can find out if a rebate of is ever given. I know we have never received any and I cannot say that any others have..

In a statement that was made the other day by Mr. Gordon, when he was giving his testimony before this commission he stated that he could do the cattle business from here to England from \$3 to \$4 less than any other people. Now, I want to point out to you the general facts of the case in detail.

These facts are in dispute, but I, am prepared to substantiate every detail. This is not heresay evidence but facts they are. Mr. Gordon states and claims that he has advantages and facilities all along the line.

In Winnipeg he has stated that he has no advantages in feeding stock, and I do not believe that here in Winnipeg he could buy feed less than any other shipper. At Schreiber we all feed the same there. At White River, 600 or 800 miles East of Winnipeg, we feed the same as Gordon, under the same conditions exactly.

We get to Montreal where the cattle stops one day. That is the time limit they are required to stay by the government before they go on shipboard in order that they may be inspected. There Gordon, Ironside & Fares have an advantage over other shippers. They have their own yards and feed their own hay instead of having the railway company feeding for them.

The cost of feeding one bullock a day, 25 cents, would be a liberal amount. Concede that Mr. Gordon can save 10 cents over the amount spent by other people on each bullock by

reason of his feeding in his own yards. They have them there a day. He can save probably a loading charge. Each of the other shippers pay a man named Rafferty. Mr. Gordon can save 10 cents a head on that. That is 20 cents.

Now he says he can save insurance. Now Gordon, Ironside & Fares ship the majority of their cattle over in the boats of the C.P.R., known as the Canadian Pacific Steamship line. That same line carries its own insurance, and will not let space to any shipper unless the line issues its own insurance which is on the other side of the bill of lading given to the shipper when the cattle is loaded into the ship. That does away with the insurance question except in the case of a few they may ship on the Donaldson line from Montreal or the Loyland line of Portland, Me. They cannot save a great deal on that.

Insurance in Montreal is about the same or perhaps higher than in the United States on account of the risk of steamers going down the St. Lawrence river. I do not think that anybody could get insurance less than one half of one per cent. Our insurance in the States was 35/100 per cent less 5 per cent. That would make it about 32 c. This year I have a rate which equals a little more than a quarter of one per cent. This disposes of the insurance.

It shows that at the time the cattle go on board the steamer, Gordon, Ironside & Fares have no advantage with the exception of feeding at Montreal and loading on the steamers.

We will go to England where the cattle are finally disposed of, and at each place, at all the markets in England and Scotland, cattle are only allowed to live ten days.

I might say that I have been doing business in England for 16 years and that I have done more in the cattle business in England than any individual who is living today, and I do not know the advantages that these people can have there? Mr. Gordon claims that they have their own people there.

In England his cattle is sold by commission men. He has not much advantage there, not to my knowledge and belief, and we are supposed to know if they are doing business. His selling is done by Parker & Fraser. They have been in the business for years. The only advantage that Gordon, Ironside & Fares could have would be the sale of their cattle for a little bit less, but I do not believe that Parker & Fraser would do it. We do not make rebates and I do not believe that Parker & Fraser would do it.

In England we all feed our own cattle, unless a man wants to know exactly what his feed bill will be. We will say a shilling a day and let him credit his surplus fodder landed from the ship.

Grant that he has saved 20 cents in Montreal, and he saves, for example 50 cents a head of his commission by a supposed arrangement which he might have with his commission men. That is 70 cents.

that
Now, I understand he exported 73,000 cattle last year; 70 cents each on 73,000 is \$51,100. Now, he states he states he does his business from three to four dollars a head cheaper than other shippers

Mr. Middleton; I rather think he said he had this advantage over the ranchers who shipped?

A. This applies to large and small shippers. I will not take the maximum amount, \$4. I will take \$3 a head. This \$3 a head on 73,000 cattle sold is \$219,000
That is ^{where} ~~what~~ he says he has an advantage over the other shippers.

	\$219,000
From that deduct	51,100
	<hr/>
Which leaves	\$167,900

According to statements which I have read in the newspapers Mr. Gordon says he has this net advantage of shipping 73,000 head of cattle over other shippers. I would like to request that Mr. Gordon be called upon to verify this statement

Mr. Haggart ; We will have Mr. Gordon back here .

A. I think it is not more than right to the shippers of this country that he should verify that statement or else acknowledge that he has made a statement that he cannot stand up to.

Chairman ; You might give us a detailed statement of the cost of shipping a steer all along the line to the old country?

A. Yes. We want to ask Mr. Gordon to account for this \$167,900 and to state from where he derives that benefit.

As from these figures here, he has not, as we believe, been able to derive it from any place in this country or in England, and the only place left for him to derive it is from the railway company or the steamship company.

Mr. Middleton :

Q. At what time is the greatest export ?

A It starts in July and ends in November. Cattle are just beginning to come now. A lot has been said about Pat Burns, for and against. I want to make the statement that last year I bought about 6000 head from Burns and this year I will get 5000 or 6000, and I want to say that Burns is one of the fairest men I have ever met, and I want to say this that if Alberta had as many more like him the country would be better off.

Mr. Haggart : Where are the headquarters of your firm ?

A New York.

Q They ship from the United States and Canada ?

A Yes, to Liverpool, London and Glasgow

Q About what number of cattle did you ship from the Dominion?

A I shipped a great many through St. John. They were bought in Chicago. I only shipped about 11,000 from here. We aggregated 100,000 last year.

Q Your institution is a larger business than that of Gordon,
Ironsides & Fares ? A Yes

A Yes

Q Although you do not do so large a part of the Canadian business ?

A No

A No

Q Do you think these grievances will be removed by the C.P.R.?

A They have done some things that look very much as if they were going to remove them. Mr. Evans seems to be acting better. My agreement is with the C.P.R. I have nothing against the man. I believe if he had wider powers he would be all right.

Q In buying cattle from dealers in the west do Gordon, Ironside & Fares have any advantage over you ?

A Yes, but the only advantage they would have would be that they know the cattle country better. But they would have no advantage in buying cattle.

Q That is legitimate ?

A Yes, we have no complaint about that. What I am complaining about is the matter in which the business is done in this place and the bad treatment to which I have been subjected last year.

Q Gordon, Ironside & Fares at these yards appear to have an advantage over you at these yards here ?

A That is correct.

Q Give us more details ?

A Say Jones comes in with fifteen loads of cattle to the yards billed to himself. These cattle will be unloaded to Gordon, Ironside & Fares or by their representatives. Then they will be placed in pens. They let Gordon, Ironside & Fares men feed and water them. Then Gordon will come down and go into the cattle and sort them out according to quality and condition, the female stuff from the steers and bulls and so on. Then he would see Jones and endeavour to buy his stock.

Jones on his part will be afraid to go to anybody else, because he would state that if he did Gordon would not buy his butcher cattle. So many say in fear that Gordon would turn him down and leave him with the cattle on his hands and say "You ship to Montreal your exporters yourself". That is not a legitimate position.

Q You would not buy butcher cattle ?

A Yes, we would

Q Could you not have gone in there as well as Gordon ?

A I never saw a man who was let out of sight of Gordon or his men until they had bought the cattle. They were right with him all the time

Q Were there any others affected similarly to you ?

A I do not believe there are. I do not solicit consignments. They were more solicitous. Only in buying from Burns I made an agreement that I should handle his cattle in England.

Q You think that there is a little too much intimacy between the C.P.R. and Mr. Gordon ?

A Yes, if that restriction was removed and these men could come into the yards it would be better. If a proper company were formed for that purpose those men would have a free hand to sell those cattle and could consign them to commission men,

who would use their best endeavours to sell them to the highest bidder. Then the farmers of this country would be benefitted by thousands and thousands of dollars a year.

Chairman :

Q I understand that the conditions there are good for the producers providing they were so regulated to give them a square deal ?

A Yes, and they would be greatly benefitted.

Mr. Haggart :

Q These stock yards belong to the C.P.R. and are under their control ?

A Yes

Q There are other railway systems developing. Do you think that union stock yards, accessible to all railway companies, in the hands of some independent institution, would remedy some of the grievances that exist ?

A That is correct. It would remedy some of these things.

Q Many cattle dealers in the country complain that they are bunched, kept on the road too long, weighed and subject to a very excessive shrinkage ?

A You see the C.P.R. is not always to blame. For instance, a man shipping a train load of cattle is supposed to get a quicker run. They ought to be able to run them in passenger time. A freight train is more or less of a local train. Unless they get the block train in its entirety.

Take a drove of cattle on a train. After these cattle have been on the train a certain time they will not shrink any more. They may suffer from hunger and thirst. Yet they will not shrink. Take the time limit 48 hours. The next 24 hours they will not shrink 5 or 10 pounds more. The shrinkage is all gone out of the bullocks.

Q You say that the farmers say that Gordon would not buy their butcher cattle ; what would you have done with these butcher cattle ?

A Ship them to Montreal which I did

Q Give us the names of any parties whose knowledge of the facts would likely be of service to the commissioners ?

A I do not know the farmers . H.A.Mullins told me why he would not sell me some of his cattle. Sometimes even when his bullocks were not off he said "Sold to Gordon." They had not been weighed off the train. I asked him the reason why he would not price his cattle. ^{At the Dominion theatre} Mullins told me : "I have some 300 or 400 cattle coming in tomorrow morning," and he invited me to the club. I thought it was strange. I said "Mr. Mullins what time shall I be at the yards?" He said "Seven". I was there at six o'clock. I needed the cattle. Chicago was high. I could buy cattle here cheaper. Mr. Mullins was sorting his cattle and I asked him how long he would be before he was ready to price his cattle. He said "Come back in half an hour" I said "are you ready?" He said "I have sold to Gordon." I said : "I have not seen Gordon. Oh, I can be reasonable." He said : "I have a bunch of cattle coming in I will sell you." He said : "I am going to sell you Edwards cattle, 300 of them. He is a Mormon. Mullins was in the pen and Edwards was sitting on the fence.

I asked Mullins to price me the cattle and he priced them to me at a price I would not give. I believe he knew I would not buy the cattle at that.

In a minute or two Gordon came in and paced up and down. Later he was on the fence talking to the owner of the cattle while I was in the pen trying to buy the cattle from Mullins. He said "I am the salesman", I said "I want to talk

to the owner of the cattle." He would not get him down, and I got Edwards to go away with myself and finally I bought the cattle from Edwards, and Edwards said : "You take the cattle."

Q Have you any other suggestions you can make the commissioners ?

A Yes, that is, to have every 100 or 150 miles an experimental cattle station. Get in a good breed of stock. The same as they have in the States. That is, to have a farm of 500 acres of land and raise the kind of stock best adapted to the country. Breed and weigh the cattle. Feed on different kinds of feed to experiment. You will get these feeds in the Breeder's Journal. These farms make a great return to the government. You show how much the gain is each week, each month and each three months.

Q We have one at Brandon and one at Indian Head ?

A You want more.

Q The farmers say that they get a low price, the cattlemen in the city and country say that the reason for this low price is the inferior grade of cattle, not properly finished as beef, what is your experience ?

A The breed of cattle in this country is not good. A good many ranchers do not know whether they are good or bad. That is not sweeping, but there are a good many who do not.

Q You told us that the cattle were not of the best breed in the Northwest Territories, you are speaking of Alberta ?

A Yes

Q What is the effect of the introduction of Mexican cattle of cattle ~~and~~ lower breeds into Alberta ?

A Bad effect. These Mexican cattle should not be allowed in the country. They are like razor backed hogs. They have not large loins like the black Durhams, or Polled cattle.

It is in quality not size that is important. A 1200 is often worth more than a 1600 pounder. There is more prime beef in the 1200 pounds very often. I saw some very fine Manitoba cattle last year. What they want is to get away from these bad bulls. You take a herd of 2000 with 40 good bulls. Each cow will have a calf, such being the case these 2000 calves will be worth \$20 a head more and they will eat less. Some ranchers in the west deserve to lose their cattle. They have any quantity of hay. I never saw so much hay lying on the ground. I understand that Burns gets his hay up and feeds it to his cattle.

There is no reason why a man with 10,000 head should not take as much care of them as his horses. There is no reason why they should be allowed to freeze to death. When an exhausted animal once gets down on the ground it is impossible for that bull to get up and he dies. For \$1000 he could put up sheds that would protect them. Hay should be cut That is one of the great benefits that should advised plainly. It is a remedy They would have the benefit of saving loads of cattle. And they would get better and earlier cattle.

Now, there is a dearth of cattle in the west, ~~not~~ feed cattle. If the farmers in the west were to feed the cattle for the earlier markets they would not have so much to kick about.

A great deal of it is there own fault ; they are not attending to their business

Q You are dealing in American and Canadian cattle, what effect has the Argentine meat on Canadian And American cattle in England ?

A There is no live meat from Argentina The price is

regulated by the supply and demand and quality, but if you get more common cattle than the market will stand prices must be lowered to effect a clearance.

Q Argentine cattle is not so good as these ?

A It is mighty good beef, but it is such a distance away. It has a very strong competitor. Australia is a great competitor. They ship in frozen beef, which is sold at a low price and bought by the poorer people. That all lessens competition.

Q You have followed the proceedings of the commission here ?

A Well, I have not followed it since they were making so many ridiculous statements.

Q The farmer says he only gets $1\frac{1}{2}$, $1\frac{3}{4}$ or $2\frac{1}{2}$ cents a pound. A man like yourself says you pay all it is worth, do the middlemen do up the small producer-s or traders ?

A Any man --- we will buy as cheap as we can. Otherwise the farmer will soon separate us from our money. Where we come from the farmer knows more than we do. The only thing is they want a little guidance on getting breed right. The government will make money by it.

I have heard the public abattoir discussed. I believe it would pay handsomely in Winnipeg. You go to Chicago and get a couple of first class men who understand this business, guarantee them so much salary and a percentage, you will find it to be the greatest benefit that Winnipeg has ever seen.

Q Who would own it ?

A Either the city or the country or leading citizens. It had better be owned by either the city or the province ; let the province run it. I think the country or the government should own it.

Q Would it be fair for the government or city to run it in opposition to such interests as the Western Packing Company

or Gordon, Ironside & Fares ?

A Personally I do not think that it would be fair. But if you have good reason to believe that the people do not receive fair treatment then it is fair for the government to see they have protection. I do not believe that a government should own anything like that, but if the government has reason to believe that something is going on that should not, then it should be corrected.

Chairman :

Q On account of your knowledge of this trade you could give me the names, or put me in the way of finding out the best conducted abattoirs and how they are conducted in Canada and the United States, or if you know of any cities where they have public abattoirs ?

A I do not know of any. The New York Butchers Dressed Meat & Beef company are on Eleventh avenue, near 39th street. Those butchers all had a grievance. The packers, Morris and Swift were charging them too much for their beef. They are people all out of little shops. They combined and held meetings for a long time. They wanted me to be president of the company. I told them, no. They got together and built a place worth \$1,500,000, building and grounds. That is the finest place I ever saw in my life. That is a place which it will pay you to see how it is conducted.

Mr. Haggart

Q Do you know of any other cattle market in Canada or the United States where cattle are sold off cars not fed nor watered, as they are here in Winnipeg ?

A No. But the Winnipeg price is fairer to the farmer and the dealer because he knows exactly what he is getting. For instance these cattle would cost 4 cents a pound without food or water. If they were fed and watered the price would be lowered enough to take cognizance of that. You know that any one who buys that cattle will deduct that much from the

price of 4 cents a pound, \$4 per cwt., he will buy at \$3.50, though you cannot change the quality. They are weighed directly they come off the cars.

Q There is something in it when the cattle are kept in the cars until they are half dead ?

A Well, immediately they come off the cars they are weighed. Winnipeg is the only place where cattle are sold shrunken ?

A Yes

Q When we compare the Winnipeg price with the Montreal price Winnipeg gets the worst of it ?

A Why ?

Q Meat there is quoted at so much including water. Winnipeg is all puremeat ?

A No. Say these cattle dress at 60 per cent in the cwt. That is for a ~~725 pound~~ ~~beast~~. If ~~the~~ 1300 pound beast ; that is 780 pounds of dressed beef. If he takes out 100 pounds of water that will be 54 1/2 per cent dressed. Now 13 times 54 1/2 will not figure out at 780 pounds dressed. It is very hard to say what these cattle are worth in the market until they get here. It is hard to go by the quotations of any market. Take the markets you mention, Toronto, Montreal and Chicago, one day the price is quoted at \$7.50, the next day at \$6.40 ; \$1.10 per cwt less. A man will say \$1.10 less but the quality is missing, and that is why the price is lower.

Q I suppose it is better in the interests of the big packer and the wholesale man ?

A The farmer, who does not know anything about shrinkages or fluctuation, will want to stand there five or six hours and fill them up. The market is not big enough to change the present conditions.

Q Do you know of any similar market in the United States or Canada ?

A I do not

Q Why is it exceptional here ?

A It is so. I think it is a great practice. It does away with disputes and the price regulates. Burns offered me at point of shipment for 50 cents a hundred less weighed there.

Q And yet Winnipeg market prices depend on Montreal and Toronto ?

A I have not been here long enough to go into local affairs.

Q Liverpool would govern the price in Montreal ?

A I do not think so except in isolated cases. People who ship cattle generally ship them some time ahead. But when a steamer is in Montreal and the space not let up to within a few days the Liverpool market will regulate the price on that steamer only.

Mr. Middleton :

Q This system of shrinkage is liable to be an nuisance. Cattle are driven a long distance and are shrunk. The range cattle come in 10 or 20 miles and get 5 or 10 per cent off them at the point of shipment, don't you think they shrink them enough for the journey ?

A They are not weighed off the cars here.

Q We have had them shrunk 200 pounds on a railway journey, from 70 to 90 hours on the journey ?

A I never heard of such. You will have isolated cattle on a car or a train of cars delayed en route. On a hot day a bullock will drink 100 pounds of water ; on a cold day he will not drink 10 pounds.

Q In buying exporters, how much difference do you make between

the grain fed and the grass fed ?

A The grain fed would be worth more money, from a half to a cent a pound more

Q You would encourage grain feeding ?

A Yes and putting up hay

Q In referring to Burns' hay privileges there are not many who have such hay privileges. Where he is it is worth about \$2 a ton ; to other ranchers it is worth \$15.

A I do not know the country well enough for that.

Mr. Haggart :

Q I am informed that Burns has his Olds ranch, and that he drives his cattle through the meadows, where the small er ranchers cannot do that

A That may be true

Chairman :

Q Still the advantage remains, you can feed the cattle in the west ?

A You have a great country and you must give information to the people what to do, not only in cattle but in other things. Experimental stations are solving the problems in the States.

GEORGE H. SHAW, having been duly sworn deposed as follows
TO MR. HAGGART : --

Q What is your official position ?

A Traffic manager of the Canadian Northern railway company

Q You occupied a similar position for the C.P.R. for some time ?

A I was assistant general freight agent for the western division.

Q You have been with the C.N.R. for how long ?

A Six years

Q And it is with your department that shippers of cattle have to do ?

A Yes

Q Do you ship any east of Winnipeg ?

A Our trade in export cattle up to date has been limited as compared with the business of the C.P.R. Our line is developing new country where the cattle industry is in its infancy. Our is practically a local trade.

Q Has any corporation or firm established in Winnipeg, such as Gordon, Ironside & Fares, the Western Packing company, The Gallagher, Holman Lafrance Company, J.Y.Griffin & Co., has any one of these firms any advantage, concession, rebate or reduction over the smaller cattle dealers ?

A None whatever

Q The farmer or rancher will get the same rates to Winnipeg from all points on your railway as the packers here ?

A Precisely.

Q The farmers and shippers complain that there are delays upon the road which cause excessive shrinkage in their stock over your line ?

A At times we have not given as good dispatch of cattle as we would like to give them. But this is due to the small number of cars shipped at a time. The business has not developed to such a magnitude as to make up train loads. To overcome this disadvantage in the southwestern part of the province we have one train per week on each line and we advertise an expeditious service taking in the lines from Virden to Winnipeg, via Carman, and Somerset to Winnipeg via Morris. This has been very satisfactory to the shippers who have been doing business with us on these lines

Q Is that a scheduled train ?

A Yes, once a week just for such trade as that.

Q Do you have any trouble in disposing of your cars and in unloading them at the stock yards ?

A Stock arriving here over our lines, if not taken delivery in our yards, it switched to the C.P.R. stock yards or the abattoirs who purchase stock from the country dealers. In this respect we are at some disadvantage with the C.P.R. But we have delayed the erection of stock yards in Winnipeg hoping that we could induce the C.P.R. to join us in a union yard which would accommodate the traffic of both railways and bring about a satisfactory market free from possible interference such has been referred to in the evidence of William W. Brauer to date.

Some five years ago I went to very considerable trouble in investigating the union methods at Chicago and South St. Paul and had plans prepared for a suitable yard on some property which was owned by Canadian Northern interests in the Town of St. Boniface.

About that time the C.P.R. had changed and enlarged their yards in Winnipeg, convenient to the abattoirs. They are now located in the vicinity of Logan avenue. Those yards have been ample for their business up to the present time, but I believe they are now ready to undertake the erection of a union yard in Winnipeg. Unfortunately for us we are now engaged in the erection of a yard in St. Boniface to take care of our own business. This yard will be of good capacity and will have all the modern conveniences and will be ready for business not later than 60 days from date, when we hope to give the shippers over our rails first class terminal accommodation.

Q Still there will be the trouble of the interchange of traffic ?

A That is very true. I am in favor of union stock yards.

Q It would be to the interests of the railways to have yards to which they all had access ?

A It would be in the interests of the trade and of the railways themselves

Q And it would be fairer to the purchasers and vendors ?

A It would assist in developing a regular stock exchange such as is conducted in South St. Paul, Omaha, Kansas City, Chicago and so on.

Q Say there is a train once a week. They load up the cattle in the morning and they will stay there until the night. It will take all night to get into town and it is the next morning before they are unloaded ?

A That would be an extreme case. Not such as I have referred to in my previous answer. The train would start out early in the morning. Shippers are in direct touch with the agent and and they know about when to load their cattle which are then in the shipping yards.

Q You know the scope of this enquiry , have you any suggestion which you can make to the commissioners. We want to go into this matter pretty fully ?

A It is my opinion that one cause of the depression of the market at the present time in Winnipeg and Western Canada is the inferior class of stock offering. This trouble has been added to by the importation of a large number of Texan and Mexican steers, during the last few years. Every one of those cattle when matured dispossessed a good home grown beast from the market. I think the Dominion government should prohibit such cattle from coming into our country. It causes

just as large an ocean freight from Montreal and St. John to Liverpool. An animal weighing 1000 pounds takes up as much space as one weighing 1700. As a matter of fact these cattle are not fit for export and they depress the western market.

Q And that will affect the markets here by reason of farmers forcing on the market cattle not fit for export or domestic sale ?

A Yes

Q That is, it affects the whole market ?

A Sure.

Q I suppose that there is no person more interested than the railways in a good lively cattle trade in this country ?

A It is my belief that Western Canada will be better known to the world as "The Producer of Livestock" than as the "Bread Basket of the Empire". All we require is improved breeds. For we have the best of food to produce the best of cattle.

Q Do you think that the railways do their duty in developing that cattle trade ?

A We try to.

Q The farmers do not give you any certificate of character ?

A I think the farmer might be better employed in feeding his cattle than in making suggestions to the railway companies. I think the provincial government should make it a crime to own grade sires. They should all be emasculated. I have with me the annual report of the Union Stock Yards & Transit company. It shows the growth of business for 41 years. These statements contain an object lesson. Take the prices for September last in the greatest market of the world

Native steers 1500 to 1800 lbs in Sept	\$5.45 to \$6.95
1200 to 1500	\$4.00 to \$6.80
Poor to Best cows and heifers	\$2.55 to \$5.75
Native stockers and feeders	\$2.05 to \$4.80
Texan and Western steers	\$3.00 to \$5.80

That shows that the Texan steer is of no particular value except for the production of horns, and that cattle of that character should not be allowed to come into the country

I have a statement of the St. Paul Union Stock Yards. These documents I will leave with the Commissioners. Had I known I was coming up to the commission I would have looked further into the matter

Mr. Middleton :

Q. More facilities were suggested from Humboldt ?

A We have yards there, though they are not of that capacity that we expected them to be there. We do not move half a full train of cattle a year there. We cannot be expected to spend money on yards not needed.

Q The farmers will feed stock and ship them when they find that they have the facilities ?

A We will supply the facilities as needed.

CHRISTOPHER FAHRNI, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q What is your name ?

A Christopher Fahrni. I came here a few months after the first rebellion and I have been here since.

Q What business are you in ?

A Farmer, raising cattle and horses. Of late years I had to give up business on account of the miserable conditions in selling cattle. My farm is near Gladstone; I have five quarter sections in one block and 200 acres alongside the bridge.

Q You have over a thousand acres up there ? A Yes

Q You have 8000 or 10,000 acres in the province ?

A Yes

Q You have been farming for many years ? A Yes

Q Mixed farming, horses, cattle, sheep and hogs ?

A Few hogs ; never raised many hogs ; I only get a few cents for them ; I never had sheep ; I have been raising cattle since the '80's.

Q You have had large herds of cattle ? A Yes

Q What was about the size, as large as the western ranches ?

A From 100 to 175.

Q What kind of cattle ?

A I kept a Durham bull ; I raised the grade by that.

Q How many cattle would you have to sell every year ?

A I bought 10 to 20 ^{cars of} fat cattle from my neighbours a year/

Q You deal in cattle as well as farm ? A Yes

Q And you bought cattle from your neighbours ?

A Yes, in Winnipeg.

Q And you bought them as cheap as you could ?

A Yes, I had to sell them in this market

Q Everybody tries to buy cheap ?

A Yes, but we had to buy extra cheap ; they growled but I could do no better

Q When did you start to reduce your herd ?

A When I saw that there was no money in cattle. I saw that there was more money in horses. I have shipped a good many loads over George H. Shaw's line. I lost too much by shrinkage

Q That shrinkage is a curse ?

A Yes, it will certainly stop raising cattle. On one occasion, I ask Shaw to ship, for Gordon's man named Campbell. This was ten or twelve years ago. I sold him several cars of cattle, I think at 2 1/2 delivered in Winnipeg. I showed the

man the cattle and the cattle would average so much shrunk delivered in Winnipeg. I ordered these cattle at such a time.

When the cattle came in I got a message from Gordon to keep them another week. I had them ordered in from the farmers. I had to have another man to herd these ~~xxx~~ grass cattle. I was losing from the word "go". Next he did the same thing over again.

I said "No, I will ship at the first opportunity." I had a very bad run. They kept me 10 hours in Portage la Prairie. That was on the Manitoba & Northwestern railway. Then they were taken by the C.P.R. freight. The Winnipeg yards were full.

I saw Gordon giving two other men some talk who had tried to sell ~~would~~ him some cattle ; he would not accept them ; they were not ~~the~~ same cattle he had bought ; he would take a certain amount off ; and so on. I would not stand such abuse as these men were getting from Gordon or any other man.

I went to the C.P.R. ^{telegraph} ~~traffic~~ office and wired Maybee & Son, Toronto, and to a French firm in Montreal : "Wire me best price on all kinds of cattle." Our cattle was mixed, small and big, old and young. I got word back, and I rather favoured the Toronto market for the kind of cattle I had, which was called "Bbwer's cattle."

Then I went to the bank to borrow money to buy these cattle that Gordon would not take. I went to these men, and I said : "Let me stand in Gordon's boots. You pay your freight here as you would to Gordon". They said "All right, we will give you these at so much a car". Then I went to the C.P.R. freight office, Mr. Shaw was there and Robert Kerr, and I ~~asked them~~ asked them if they would give me the best run they could from Winnipeg to Toronto, and they did so.

I paid these men for their cattle and I got a through bill from Gladstone to Toronto. These manitoba men paid the local freight from there in here, and they gave me the privilege of the deposit that Gordon had paid on the cattle

I stopped for 24 hours at Schrieber and started as soon as the C.P.R. was ready. At North Bay I stopped again. I wired from there to Maybee when I left and when I would get in into Toronto and I had them unloaded there in 20 minutes.

The cattle looked better than when I first loaded them. They did not shrink so much after the first day. I told Maybee I wanted them rested. He said "All right, pay for the feed". Maybee brought butchers into the yard. I know I had pretty good cattle. In the meantime I was debating with myself as to how the cattle were to be sold.

I had what is called fancy cattle, baby beef, from \$1.50 to \$1.75 more per cwt. They were mostly two-year-old heifers and steers. I sold that bunch at the full price. I want to show you the difference between those stock yards and here, these are different to any other city in America. They should be run by the board of trade. A man ought to have the same chance as in any other country. Manitoba is the only place where they are sold shrunk.

After the fancy cattle came the export cattle, then the brewer's cattle, half fed. I sold them to the Hamilton brewers. Then I had the butcher cattle left. I gained enough on shrinkage to pay the freight. That is the way we are handled here.

I came down here about two weeks ago to meet these commissioners, I am not sent by anybody at all. Last Friday when I saw Mr. Gordon's statements in the papers I thought I would come down again and expose him a little bit.

The shrinkage I would be out of here, paid all the freight from here to Toronto. Give us farmers here in Manitoba the same privileges they have in Ontario or in any city of the Union. I was in South St. Paul, Sioux City, Omaha, Kansas City, and Chicago, and if it shrunk there it is not a cent less than it should be.

Surely if Armour and Swift by buying cattle watered and fed can make millions, surely why cannot our men make money when they buy them shrunk. Why cannot we compete with the Americans. They send their stuff back again cured.

Barley here is better than corn. Raise barley to feed the hogs. Feed the hogs and let them be weighed. There is no country like this. I have no objection to Gordon making millions, but I like to see fair play. If the Chicago packers can get rich on fed cattle why cannot our packers get rich on it? Feed the cattle and put them on the market.

I will tell you how shamefully we are used. I had a car of steers grain fed. Ironside's man said "I will give you so much." I said "You can have them but I do not want them shrunk." They kept us waiting for hours and hours. The C.P.R. runs stock trains every week. On Thursday or Friday it came along. I took my cattle down from my yards and the train came at 10 o'clock. I had fed these cattle at 5 o'clock. We left there at 10 o'clock. We came to Winnipeg at 3 o'clock. in the morning. That is a pretty fair run. Here we were with men from Yorkton.

It got 10 o'clock and my cattle were still side-tracked. As it rung 12 o'clock an engine backed my car into the scales. There alone was a shrinkage of 9 hours. I said to Mr. Fares: "This is scandalous treatment." He says: "I do not run the C.P.R.". I said "You certainly run the stock yard officials."

Those cattle shrunk 75 to 100. I should have got a cent more a pound but for those stock yard rules. There are very few men who can go out to buy cattle, you cannot do it. The farmer imagines that we are beating him.

Q And you are only buying on a fair margin and still you get the farmer's abuse ? A Yes

Q You have given us one experience in Toronto that was fortunate, did you make any further shipments to Toronto ?

A No, but I have sold cattle to men shipping east, though.

Q Where did you meet these men ?

A I sold them some of mine. We are not used the same as in other stock yards in America. We have no reason to be abused in that shape. We want a hand so as to have our cattle unloaded within a certain time, say an hour, or an hour and a half. We want that rule. They can do it in 20 minutes.

I corroborate William W Brauer's statement as to the fact that the C.P.R. stock yards are run by Gordon, Ironside & Fares.

Q How do you come to the conclusion that Gordon, Ironside & Fares run the C.P.R. stock yards here ?

A The yard men do not ^{unload} ~~not~~ unless us when we want.

Q What experience have you had similar to his, when have you come in with a consignment of cattle and have not got a square deal and Gordon, Ironside & Fares have "jostled" in ?

A That is the instance I am talking of when I had to ship to Toronto. Finn stated that it was to his interests to buy shrunken meat. But you must buy them so blamed cheap as to almost steal them. Most of these cattle are so blamed shrunk. They have been shrinking for 48 hours.

Q Do you sell f. o. b. Gladstone ?

A If a man comes to another man's yard and buys shrunk, it is a bargain, but if they are going to Winnipeg they ought to be fed.

Q Suppose all the abattoir men put their heads together and ~~xx~~ say : "We will buy only shrunken cattle" ?

A Use the same system as in Chicago, Sioux City, or Toronto, that cattle shall be fed. Mr. Gordon asked that Mr. Glen Campbell should be made to apologize ; I ask that Mr. Gordon be made to apologize. He is bamboozling the whole business.

Q We want no apologies ; we want facts. What would you recommend that would benefit the cattle trade ?

A Union stock yards and have the same rules and regulations as anywhere else in the Dominion of Canada, the same as they have across the line in Omaha, Sioux City, South St. Paul,. There the regulations are printed clearly and posted.

Q The farmers say the dealers do not pay enough ; the dealers say the farmers do not finish enough ?

A The farmer does not finish cattle. There is not one out of a hundred that knows. That all put their cattle on the market when that is the time to keep their cattle. The butcher comes to me and gives ~~££~~ \$25 for a 1000 pound animal. If he keeps this bullock he will make \$20 on that beef, because the beef is worth 5 cents a pound, besides he will gain 200 pounds in weight. The farmer is hard to teach. They just try to get money on grain once a year. (At this stage, the enquiry adjourned for lunch and resumed at 3 o'clock.)

CHARLES FINKELSTEIN, having been duly sworn, deposed as follows :

~~TO MR. HAGGART~~ : --

TO THE CHAIRMAN :

Q Where do you live ? And what is your occupation ?

A In the city of Winnipeg; and I am a cattle dealer.

Q Where do you buy your cattle ?

A Generally throughout Manitoba and sometimes in the Territories.

Q Any particular part of Manitoba ?

A Yes, within a radius of 150 miles of the City of Winnipeg

Q Are you an independent buyer or do you buy for somebody else ?

A On my own hook

Q What class of cattle do you buy ?

A Generally butchers, but I still have a small ranch of my own in Saskatchewan, south of Walsh where I put some young cattle. Graburn is the postoffice.

Q About what is the extent of your business ?

A The last couple or three years it is getting lower.

I used to buy young cattle extensively. Some years sometimes I bought 2000 or 3000 young cattle inclusive.

Q Where do you take delivery of these cattle that you buy ?

A Principally from the farmers. Some are driven in on foot, and other ship in to the nearest point.

Q How do you get at the price that you would pay these farmers ?

A Simply guess work.

Q Do you get statements from any of the big dealers here showing the prices on the market here ?

A Yes, but a man couldnot rely on them.

Q From what firms ?

A Occasionally from Gordon & Ironside, H.A. Mullins, but I nevered bothered much with them; not to gain any knowledge of existing prices for cattle. I have been shipping a great number of young cattle, stockers, to the United States. I buy from the head and sell by the pound.

Q In regard to butcher's stuff is it simply guess work ?

A Simply general information from this and that man, and seeing how they bought last week. There is nothing that a fellow can be guided by

Q You think that these statements issued by Gordon & Ironside are not reliable ?

A They were for that day but they do not hold water for long. Then there is always a difference of opinion about the grade of cattle.

Q You never made this deal : with any of the big dealers, that they would give you a certain price provided you would ship in in a certain time ?

A No, I bought and depended on selling afterward.

Q By the pound ?

A To a certain extent ? estimated value.

Q Did you find any complaints among the farmers ?

A I have seen them complain

Q You think that is their privilege ?

A It works both ways. A man must buy as cheap as he can.

Q You are in the market and the farmer has not got the same opportunity ?

A He puts on a price that makes him safe and you have to beat him down.

Q Where is your market ?

A Winnipeg is the market for butcher cattle. Some cattle I had for export I could not sell to advantage here and I imported them to the English market.

Q Is there are arrangement, agreement or understanding between and any of the other buyers as to the price you pay for cattle in your district ?

A No.

Q If another buyer was in the district buying would you go in ahead of him and buy ?

A Yes, I would

Q There is no understanding, agreement or arrangement between you and other buyers in regard to either territory or price ?

A No, none whatever.

Q In shipping to Winnipeg what was your experience in regard to transportation facilities ?

A It has always been most unsatisfactory in comparison with the way stock is handled the other side of the line. It has never been satisfactory here. It is just this way, the laws on the other side govern the transportation of stock. Most of the States have laws passed that livestock shall not be longer than 28 hours without water and feed. Penalties are imposed on the railway and the shipper as well. I have been sent out 4 hours ahead of time because the railroad could not make the destination to feed the stock in time ; sometimes 8 hours ahead to comply with the law. There are no rules governing transportation here. It is all left to the railroad. Just the way it wishes to run.

Q There is nothing to prevent a railway company from side tracking you ?

A Not that I know of. If there were such a law in the statutes somebody would know of it. Down in the States it is well known to every shipper. There the conductor will sometimes unload 30 miles before you get to your destination so as to comply with the regulations, to feed and water.

Q Do you get a courteous and liberal treatment here ?

A The C.P.R. has been more liberal in its treatment than the roads the other side of the line. They, the C.P.R., will do any thing they can to forward stock.

Q Is there any railway corporation that does not do that ?

A The Canadian Northern would like to do the same thing if it could, but it could not do it last spring.

Q Why ?

A The Canadian Northern has not got the power, not since its existence. I do quite a lot of shipments on their lines.

Q When you bring your cattle into market how do you find the conditions ?

A The C.P.R. stock yards are in good condition considering the way they are run. They run things to suit themselves.

Q When you are the man to be studied ?

A What I mean is that there is no law to compel them though they do the best they can.

Q You have your cattle weighed at once ?

A It has been established rule among the larger buyers to buy from off the car, which means a big asset by itself. It is a big concession to the large buyer.

Q In what way would that be a concession ?

A The cattle would be pretty well shrunk and would kill a bigger percentage of beef.

Q Are you satisfied with that condition ?

A Late I have not been doing much. The more you stay with it the worse you get out of it.

Q What remedy would you suggest ?

A I do not know of any law where it is done. In 99 per cent of the markets feeding and watering are done. I have shipped in Toronto, Montreal, South St. Paul, Sioux City, Chicago they allow you to feed cattle. They have a prejudice against you feeding cattle in Winnipeg. The commission men in the States who have the best fed cattle have the most shipments. Armour's and Swift's men never mentioning anything about feeding.

Q You would be in favour of having cattle fed here ?

A Yes, and the farmer would get more money --- certainly he would.

Q You would be satisfied as a dealer ?

A It would be the fairest way. William W. Brauer dodged the question that Mr. Haggart put to him in that regard.

Q Tell us how much competition you find among the buyers here? Do you find any understanding among the buyers or large dealers here to hold you down ?

A I don't know. There is no direct but only circumstantial evidence. A year and half ago I was expecting a car load of hogs. From a Jewish standpoint I should not be dealing in hogs. I received a letter from a partner of mine that he was shipping in a car load of hogs. I saw some of the men who were buying hogs. I asked them the price they said 7 1/2 cents. They all had the same price. When the hogs arrived 2 or 3 days afterwards the price had dropped to 7 cents. I then found out that they had all dropped at the same time.

Q What inference would you draw from that ?

A It seemed to be understood

Q You could not get a higher offer ?

A It was a uniform price ; they were all paying the same price

Q To whom did you dispose of them ?

A They were sold to the Gallagher, Holman, Lafrance company

Q You took 7 cents ?

A Yes

Q Can you give us any other circumstantial evidence ?

A As far as cattle is concerned they vary so much in size, etc. Different men look at cattle in different ways.

Q There is more of a uniformity in hogs ?

A It seems like it. Another reason is that cattle vary in quality.

Q If one dealer would issue a statement putting the price of hogs at 7 cents the other would copy it ?

A I think they would. The smaller man would not trespass on the bigger man.

Q You find that there is a fine brand of courtesy among the big buyers ?

A Yes

Q Can you tell us any experiences that you have had in the stock yards in regard to price, or in regard to facilities for caring for them ?

A As far as handling cattle in the stock yards goes I always found it satisfactory, that is, talking about small cattle.

Whenever I saw room I got the vacant space, there was no discrimination.

Q Do you find this : when a large amount of cattle were coming into the market one would hold back for the other ?

A It is natural they would when the market gets glutted.

Buyers are ^{not} inclined to buy on a down market expecting it to go lower.

Q As the result of your experience is there an understanding to hold prices down or to regulate them ?

A I would not say, My opinion is that they just follow a leader. It would then not be necessary to have an understanding. They would always look up to one man.

Q How long have you been in this business here ?

A It must be since April 1888

Q You had a partner in the business ?

A Only just lately, the last couple of years.

Q What does your partner do ?

A He buys in Dauphin, Gilbert Plains, Grand View, etc.

Q Did you ever have the experience of shipping to Montreal or Toronto ?

A Yes

Q In shipping into Winnipeg from the West or Alberta or Saskatchewan could you tell us anything about the conditions of shipping ; as to the difference between local and through rates ?

A Things have been changed during the last three years. From personal knowledge small men get the same advantages as the large men ; there are no rebates.

Q Supposing I ship a train load of cattle from Alberta to you and you buy these cattle and deduct the amount of freight between Lethbridge and Winnipeg ; you ship to Montreal ; would you get the through rate from Lethbridge to Winnipeg ?

A Yes, they could be billed to either Toronto or Montreal

Q You would get a reduction ?

A It would not be a reduction ; it would apply on their rate

Q I ship a car load of cattle from Lethbridge and sell them to you and make a transfer of the bill. You will pay the freight to the C.P.R. company and charge me with the local rate from Lethbridge here. You are shipping those cattle to Montreal.

Would you get a through rate from Lethbridge to Montreal ?

A Yes I ship from the west billed on Winnipeg and then I come to the conclusion I will take them to Montreal and I went to the agent and the agent changes the destination and changes the rate

Q That is you get the through rate to Montreal for \$26 less ?

A Yes, if you make a new shipment you would have to pay the full rate from Winnipeg to Montreal ?

Q It is possible to do that ?

A I would not say for certain. I know that I could do it on my own shipment. I buy cattle from a man and he makes shipment to me. I get the bill made to Montreal at the through rate to Montreal.

Q Is there anything to prevent you from charging me the local rate between here and Lethbridge ?

A Well, if you will let me do it

Q Do you know of any big shippers getting any rebate or any consideration whatever for exporting cattle ?

A I am not posted on that now. Six or seven years ago the railroads used to give refunds.

Q What was the principle they worked it on ?

A In the first place there were two loads, single car load and train load. The small man had a very poor chance to get on a stock train because the big shipper had the train loaded up to capacity.

Q They tell us now that the car is a freight unit ? That is you pay \$20 for a single car and 20 times \$20 for 20 cars ?

A That is so now but it was not so six or seven years ago

Q You are aware that there is considerable discontent among the producers and among some dealers like yourself, can you suggest any remedy that will relieve conditions, and one that would put the meat industry on a proper footing ?

A In the first place, around Winnipeg the biggest town in Manitoba, they have a poor class, it takes a long time for their cattle to mature. One is poor at 5 years and another is good at 2 years. I think the government should have inspectors, the same as weed inspectors, to weed out all these inferior types, though they are not exactly types like the Polled Angus and the Shorthorn.

Q Then this shrinkage of which so much is complained. The way the railway companies are handling cattle you have to put on 10 per cent shrinkage. By the time you have trimmed it you will only get about 600 pounds. Make it so that the shipper will not lose this heavy shrinkage.

Say you ship cattle from Maple Creek, it is supposed to be a 36 hour run, if everything goes right, and even then they shrink 7 to 8 per cent. Or Lethbridge, I have shipped cows from there which shrank fully 10 per cent. But if the governments compelled the railways to have feeding stations where stock could be cared for and looked after the cattle could come in better.

If they were your cattle coming from Lethbridge to Winnipeg you would not recognize them. The animal look it. Take it in the States where all the divisional points have feeding points the cattle look almost as good as when first shipped.

I asked some of the members about this and they said that the C.P.R. had a Dominion charter and we could not alter it. The provincial governments should have the power to pass a law that cattle in transit should not be detained less than a certain time. And the penalty should be \$100 or \$200 for the shipper not complying with the state law and the railway should be fined its equivalent for not unloading these cattle at least every 28 hours, which is the longest limit they have in the United States.

Then again, the railways should provide good dry sheds at every divisional point. Now you can take the cattle out of the car with the steam on them and put them out in the cold yards, and there should also be plenty of hay at a reasonable price.

Then there is another thing. The stock yards should not be rented or leased to any private corporation, because men in these such stock yards give favors to larger men. Sometimes they will refuse to turn on the water for the small man. ^{that} I had experience in Fargo, N.D.

The railroads should run train, say twice in the week on certain days, I mean livestock trains, and at not less than twenty miles an hour.

If we had a central market not controlled by any individuals these cattle could come in here. A man could bring in mixed loads or a load. The commission man would find buyers for this class of cattle. He will one or a hundred according to the quality or kind required by the buyers. The man that is purchasing is not bound to buy what he thinks is inferior

Now, as to transportation. Suppose I go to Medicine Hat. I have to buy a ticket for say \$18.20 When I get there I load my cattle and get transportation with my cattle to Winnipeg. But if I do not want to go with the cattle I lose the \$18 or \$20 I paid. The way they have in the south you purchase your ticket and you go back in charge of your stock and a refund is made to you. They do not give passes like they used to here. The man from the east has not the same chance as the man from the west.

Q If the Ontario man comes he pays his transportation to Alberta ?

A Yes

Q And the Alberta man gets his transportation both ways ?

A. Yes. In the United States they have statutes compelling the railway companies to give the cattlemen transportation both ways, or else a re-fund.

If they make a man's means of doing business high, it will come out of the producer in any event. It will come

out of the man who is raising the stock, no matter, whether he is a farmer, or a rancher, or a breeder or anybody else.

Then there is another thing that the shipper has to contend with. Supposing he comes into the railway stock yards without money. The railway company will not unload his cattle until he pays the freight.

At the same time they have the stock yards and they have charge of his cattle. But why should the cattle be made to suffer ? Then the agent says : "You will pay the freight or they will wait there until tomorrow". And these poor animals have to suffer and shrink. Either from a humanitarian stand point or from a financial stand point it is bad both ways.

When the handling facilities are improved and there is an open market thing will change considerably. I might say that I have also shipped through commission men.

Mr. Middleton :

Q Who pays the feed bill when you take say a hundred spaces for say forty shillings ?

A The feed bill is included in the transportation.

Q One witness said he had surplus fodder charged to the credit of his cattle at Liverpool ?

A Not in my case. The cattle were fed and watered by the company; up to last spring at the stock yards they let everybody bring in their own hay. Then they cut that out.

The following letter addressed to the Press of Winnipeg was received today from Mr. Glen Campbell, M.P.P. for Gilbert Plains. It was addressed to the chairman and read by him at the afternoon sittings;

Winnipeg, Man August 20 1907

to the editor of the ---

Sir-- I have no desire to rush into print, but on reading the evidence adduced before the commission of enquiry into the beef trade of this country, I find that several of the witnesses have taken the liberty of alluding to me by name.

I have no other recourse to protect the stand I take but this way, so I hope you will pardon this intrusion. My remarks as made on the floor of the House are called by one witness as ridiculous, and I will agree with him that perhaps they were worthy of that epithet in so far as they were not far too fair to the beef handlers. To put my case broadly- the bald fact. I stated remains, the farmer gets for his butcher grass cattle from two to three cents per pound live weight, and the consumer has to pay eight to twenty cents for the same meat, when it is retailed to him- and profit from the hide, tallow, bones and horns go into the pocket of the killer. Despite all the figures quoted by the various witnesses to show their small profits, the fact is in evidence, and every one knows it is true, that tremendous fortunes have been built up in the last few years in this western country entirely out of profits derived from the handling cattle, from the time they leave the producers hands till they go to the consumer, and meantime the bank account of the producer has been practically standing still.

For further proof of what I state;- There is not one farmer in one hundred in this province, who will not agree with me in saying that two and a-half cents

to three cents is a fair average quotation of the price he obtains for grass cattle. Further there is not a consumer in the city of Winnipeg, who will not say that I am fair in my quotation of what they have to pay for their beef. Then where does the difference between those prices go? It must be into the hands and pockets of the middle men. The farmer gets twenty-five dollars for his thousand pounds steer to pay him for his outlay in breeding him, interest on his money, risk of mortality, feed stabling and work for two and a half or three years, and the middlemen get thirty-five to forty dollars among them for handling the same animal for a few days. This is the graft I object to. I have not spoken of stall fed cattle for though the price for that kind of stuff is much better, it is a question whether the farmer is really making much per head if he counts the market value of the grain and hay he feeds and a fair wage for work. In his evidence, Mr. Gordon quotes; the average price he paid per pound for cattle over a range of months and years. That evidence, while plausible, is misleading entirely, for the reason that he bulks all the different grades and strikes an average. Now there is always a cent per pound difference in this market between export cattle and butchers, and if one quarter the cattle he bought and this proportion might have been larger, were exporters, his estimate of \$2.26 for October, 1905, is away above the actual cost of the cattle, which were used locally here, and which he quotes as having sold at five and a half cents. About \$2 per hundred pounds would be the cost of them, and using his own lowest quotation for thousand pounds steer which cost \$20, he would obtain \$26 for the beef, and have the hide and offal as velvet as well, making in the neighborhood of ten dollars profit to him, less the cost of handling. Most of his quotations are based on the same principle, and while true possible

as far as they go, are entirely misleading as far they bear on the local prices, for locally consumed beef. Despite all the quotations of figures I have seen, and Mr. Lauzon's seems the most reasonable of all that have appeared. I maintain that if this commission appoints an expert auditor, who has a fairly good idea of the cattle business, and who is honest, and empower him to go through all books, and documents pertaining to the beef trade of the two large abattoirs in Winnipeg, and of six retailers who deal with them for six months beginning with July, 1905, his finding will be that my statements are pretty near the facts of the case. I know one such man and would be glad to recommend him to the attention of the commissioners and the government if desired.

Yours Sincerely,

Glen Campbell.

The following letter also received by the chairman today was likewise read to today's session;

Stanford 16th Augst 1907

Chairman Beef Commission

Dear Sir,

In reading

Mr. Gordons evidence before commission I must say I admire his plausibility and manner of getting around things, but, of his statements in general be no nearer facts than the reference he made to me, they would require to be taken with a grain of salt. Now he asks that I brought in to prove my statement re shrinkage in yards. I will be very happy to oblige him and bring indisputable evidence that after 24 hours without food out here, they were held, not 5 hours, but nearer 15 hours in yards before weighing although agreement to weigh immediately they reached the Winnipeg yards. These cattle were brought here - not in yards, - as to my seeing any

to try to get a better price, I never sold or tried to sell an animal at the abattoir in my life; I am too well aware of how farmers taking in cattle before selling are dealt with, ever to allow myself, to be caught in that trap, ~~In~~ this particular, case I spoke of before commissioner, many a man has got jail with hard labor for less cruelty to animals than was shown in that case; only one of many theres no doubt.

John W. Parker.

WILLIAM B. LANIGAN, having been duly sworn, deposed as follows :

TO MR HAGGART : --

Q What is your official position on the C.P.R?

A General freight agent of the central and western divisions

Q And you have general charge over all freight over those divisions ?

A Yes

Q Including the transportation of livestock ?

A Yes

Q For how long ?

A Since 1901.

Q And you know the principal cattle shippers in this north-western country and have had personal dealings with them all ?

A Yes

Q And the firm that ships the greater portion is that of Gordon, Ironside & Fares ?

A Yes, they are the largest livestock dealers

Q Do these men, Gordon, Ironside & Fares, The Gallagher, Holman, Lafrance company, The Western Packing company and J.Y Griffin & Co or any of them in their dealings with the railway

company in the transportation of freight receive any rebates, reductions, or advantages that smaller shippers, ranchers or farmers have not ?

A None whatever

Q Is there no way by which some rebate or concession or advantage might be given them without your knowing within your knowledge ?

A None whatever without my knowledge

Q Do they receive any advantages as to the expeditious transportation of through freight over smaller men ?

A Yes, in this way, they ship in train loads as against the smaller shippers shipping frequently in one or two or three car loads that would not make up a special train.

Q They would not make up a special train ?

A No, they would have to wait for a train to be made up and it would be subject to greater delays. At terminal points---say--at Calgary or Moose Jaw a stock train made up there would go through with very little stoppage. Probably unload at Moose Jaw, feed and reship. That, of course, is a natural advantage such as a train load would have. Very frequently the small shipper or other small shippers have the same advantage. For instance, at Calgary all shippers cars will be gathered together and brought into Winnipeg in exactly the same condition as if it were one man shipping.

Q Among the ranchers in Alberta there has been a feeling that the large institutions received ~~the~~ some advantages which were not open to the ranchers and which are calculated to deter-them from shipping ; has that been before you ?

A No, no direct complaint has been made to an official.

Q You are not aware of the fact that there has been an agitation ?

A I am aware of the fact from reading the newspapers that there has been agitation

Q And a rancher or several ranchers attempted to do their own exporting, when they found it unfortunate in results ; and to what would you attribute their misfortune ?

A Firms like W.W.Brauer, Pat Burns, Mullins, Coughlin, know just exactly how to go about securing space and feed arrangement. The other man who decides that he will send his stock to the old country is handicapped by a want of knowledge. Gordon, Ironside & Fares have their buyers through the country, they have their feeding stations, they have one in Montreal, and they have another man in England. They have had a great deal of experience in the shipping line and they can take a train load of stock and handle it better than he who has no expert knowledge of the business

Q But they would have no other advantage ?

A None, as far as transportation is concerned.

Q In your position you have heard some complaints from W.W. Brauer made last fall, do you remember what those complaints were that were brought before you ?

A In a general way, but Brauer made no specific complaint as to days or dates. They were directed against Mr. Evans, generally against Evans and Gordon, Ironside & Fares. It was a question of one man saying so and so and another man denying it

Q Your object was to get a square deal ?

A My object in holding a meeting was to see that every man got the same treatment, that all our patrons were on the same footing, and if he were not, to bring it to our attention. One man's dollar in transportation is just as big as another man's.

Q Mr Brauer gave evidence on this today. He seems to have had a real grievance at that time. It seemed to me that Gordon Ironside & Fares dominated the yards and that he did not get the same accommodation. His cattle were not loaded or unloaded as promptly. His cars were being loaded by Gordon's cattle, a lot of annoyance all that time. I suppose these would be matters that you would rectify ?

A I am very very little at the stock yards. The superintendent of terminals, McLellan, and the agent are responsible for the working of the stock yards.

Q And Gordon with his familiarity with the workings would have some advantage that Brauer would not have ?

A As far as my investigations show no preference was extended to Gordon, Ironside & Fares that was not extended to Brauer. Or that he suffered any general disadvantages more than any disadvantages accruing to a new firm ; that is, that shipments then increased to an unprecedented extent. There was more or less of a disturbance of local conditions. We tried to handle too much. Naturally, some person was incommoded. But he would blame some one. I presumed Gordon would complain too. Both look to me like gentlemen who could look after their rights.

Q Have you got your freight schedules and charges ; I think Mr. Peters was to give them to us ?

A I have brought down yardage and weighing fees at our yards. Also tariffs of livestock, central, western and Pacific divisions.

Q There has been one question that has been more less debated and the chairman has been following it up where a shipper by reason of his familiarity with the tariffs may get an advantage I do not say that there is anything wrong, but by reason of

his superior knowledge. There is the rate from Lethbridge to Winnipeg and there is the rate from Winnipeg to Montreal.

The sum of these two rates is greater than the ~~through~~ rate.

There is the right to unload and sort and re-load at Winnipeg.

The sum of these two rates from Lethbridge to Winnipeg and from Winnipeg to Montreal is about \$26 more than the through rate.

Now, wholesalers like Brauer or Gordon could bring two train loads of cattle mixed, sort them out, there is one train load of exporters and the other half are butcher cattle, not good for export. They take the half of those export cars on that train and pay a ~~through~~ rate for them. But they charge their customers, who have contracted to deliver in Winnipeg the local rate to Winnipeg; that would give the exporter the advantage as to rates?

A I cannot see how it could. It is a question as to the terms of delivery.

Chairman :

Q Terms are -- delivered in Winnipeg?

A Our tariffs are filed with the railway commission, and are posted up subject to ~~the~~ inspection by the public, so that if a man does not know the conditions under which he can ship stock it is fair to presume it is own fault; he ought to know.

A Man can ship from Calgary to Winnipeg with the privilege of feeding and watering. Say there is a train of 18 cars from Calgary to Winnipeg, the rate of 90 cents per cwt. The local rate from Calgary to Winnipeg is 45 cents per cwt.. Out of that 18 cars he finds that 9 are not fit for export. He takes 9 cars off. Our agent immediately collects from him at the rate of 45 cents per cwt. on 9 cars he takes off here. Consequently Gordon or Brauer or any other man would pay us the local rate on butcher cattle.

So that in settling with that man he settles with him on the basis of the local rate. On the through cattle, however, it depends a great deal on what is his bargain.

If the cattle were sold delivered in Winnipeg Gordon is quite aware that they are exporters and he knows that they are being already billed to Montreal that he is entitled to that proportion.

Mr. Haggart : --

Q There is not the least hint against the company, but when ~~one~~ one man having so much better knowledge, one man who knows the whole subject matter, makes the best best of a bargain like that, and the rancher knowing that a part of the stock was left off and that another part went on, or it all went on (say it was all exported) then he the rancher or local dealer finds that he is charged the local rate, he knows eventually that Gordon or Brauer gets the through rate. Mind it is consigned here. As a matter of fact they naturally get that advantage ?

A Yes certainly. The man himself in shipping the car through would get that.. If the man was ignorant of the conditions he would be in the same position as any man, who was, while ignorant, trying to make a deal with a man who knew his business, with a man who was posted.

Q. The commissioners think that there may be some explanations of some of the charges that the big exporters get advantages that the ranchers are not enjoying ?

A My experience is that the rancher is just as well informed on the subject as Gordon. I have never met any person not informed on it. Most men when shipping stock make enquiries. They know that export stock can go through at the through rate.

Q It is simply a matter of contract and there is no remedy ?
It sometimes, however, appears to the shippers that they have

not been equitably dealt with. The stock yards are altogether under the control of the C.P.R. ?

A Yes, Although we accommodate stock in the C.P.R. yards which originate on the Canadian Northern. We do not confine our yards to C.P.R. stock entirely

Q That is, what are shipped on your lines ?

A The local market is in our yards If a man wants cattle to be delivered to the packers here he consequently has them delivered in our yards. Sometimes a portion of that stock is for export.

Q Do you supply feed at your different stock yards along the line, such as Moose Jaw ?

A Not at Moose Jaw, there the feeding contract is in charge of a local party. It is controlled in the way of his putting on fyle his feeding charges with us.

Q Any complaints against him ?

A No, I have had no direct complaints against him. I have a report of one complaint against him by our own general live-stock agent. Q What are your livestock agent's duties ?

A To solicit freight to look after the shipper

Q When these other railways, the Grand Trunk Pacific, Great Northern, Canadian Northern and Midland are all established in Winnipeg I suppose it will naturally result in having union stock yards ?

A It will be a necessity.

Q The companies themselves would desire it as well as the trade ?

A Yes

Q Your interests are to see that your company gives the most satisfaction to your patrons, but you do not in your capacity in dealing with livestock, know anything that would be of advantage for the commissioners to know ?

A No, I do not think I could give any information to the commissioners not already in their possession that would be of any

advantage to them.

Q And you do not hesitate to re-affirm that no partnership, corporation or person has any advantage over any other so far as any reference to your lines is concerned ?

A Positively no advantage whatever. Our tariffs are filed with the railway commission. They are subject to examination by the public at every station on our line. It is posted up at every station.

Q To your knowledge no member of the executive of the Canadian Pacific Railway company has any interest in the business carried on by Gordon, Ironside & Fares or any other abattoir?

A To the best of my knowledge there is not anything in it. If there were I would know something of it.

Mr. Middleton :

Q We shall hear from Mr. Peters ?

A. Yes. There is one thing that I omitted to speak of. to Mr. Haggart. We have sometimes received orders from shippers and when we have supplied the cars the cattle were not there. In several instances that have come before me we have supplied, trains, cars, engines, crews and stock has not been loaded. We have had to bring them back and take them out again and then find that the man has sold them elsewhere. It is very unfortunate because other shippers wanted the cars, irrespective of our loss.

Q In connection with the stock yards here it would be Mr Evans who would give us any explanations ?

A Yes, the stock yards here are directly under Mr. Evans' care.

Chairman :

Q. In taking evidence in Alberta we have the evidence of one man who paid the local freight from Cardston to Winnipeg. Gor-

don applied to the C.P.R. and got a reduction in freight. This was interpreted that Gordon got a rebate. We have several depositions that if a man shipped to Gordon he would get a less rate than if he shipped them to certain other dealers. Now, I always assume that those giving evidence are telling the truth from their standpoint. From your experience, what was that reduction that that man got from Cardston said that Gordon got? Did Gordon simply get the through rate and could that man have got it himself?

A Yes. Very often a man comes in and through his own mistake has done the same thing. He naturally speaks to Gordon and Gordon says "Hand it to me." And he will simply call up and explain and asked to have it rectified.

Q Gordon was exporting cattle. He could send word up there that if he would send the cattle to him he would get a cheaper rate than he would, by simply dividing up the rate to Montreal; that would be possible?

A It would, if the cattle were fit for export. He is entitled to the through rate from Strathmore say to Montreal. The sum of the two local rates is larger. That obtains of all rates. He is not the only exporter here. There is H.A. Mullins, William W. Brauer, Daniel Coughlin and different others who buy. There are also a number of ranchers who export heavily themselves.

Q. Is there any other suggestion that you could throw out that would be of value to us in making our report?

A. No, I could not say that there are any more suggestion that I could make.

EDWARD EVANS, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q Mr. Evans, what is your position in the Canadian Pacific railway ?

A Stock yard agent.

Q What are your duties ?

A That of an ordinary freight agent so far as livestock are concerned. I also manage the stock yards under the superintendence of the superintendent of terminals.

Q It is under your control and direction that cars are unloaded and are loaded from there ?

A yes

Q Have you any printed rules or instructions to guide your actions in running these yards ?

A Nothing beyond the yard tariff.

Q That is, the charges for keeping cattle there ?

A Yes, yardage tariffs.

Q And this paper No. W1015 is the yardage tariff ?

A Yes

Q And you have the right to apportion the portion to be given to customers from time to time ?

A Yes

Q Supposing two or more want the same compartment, you dispose of that yourself ?

A Yes

Q Has the abattoir men any advantage over the other men in the use of these yards ?

A None whatever

Q The man with one car has the same rights as the man with a train load ?

A Exactly.

Q And as to loading and unloading when a delay takes place how do you govern yourself there ?

A I do not understand.

Q Sometimes you cannot do all the business for every customer the way he wants it done ?

A We endeavour to give them assistance with stock when it is coming in and to give them assistance with stock when it is going out

Q You know Mr. Brauer and Mr Gordon ?

A Yes

Q There has been trouble there ?

A There appeared to be

Q Were you mixed up in it ?

A I was charged with being mixed up in it

Q What advantages did Gordon have over Brauer ?

A He had no advantage whatever

Q He suffered some disadvantages ?

A The complaints that Brauer made were investigated at the time by the superintendent of terminals and I submitted my explanation to him and he decided that I had acted with good judgment. Brauer's complaint was that he was turned down in having cars supplied to him. It was not true. He had some of them.

Q Do you not think that he was reasonable ?

A He was a little hasty

Q He was under the impression that Gordon was being attended to first ?

A That was his impression.

Q In that impression was he mistaken ?

A Yes, I am sure of it.

Q The yards were somewhat congested at the time ?

A The best explanation of the conditions is this. The yards were full at the time. There were three or four trains to load. Both Brauer and Gordon had ordered cars. Both had stated that they would not load off the track in order to make room for an inward bound train. I ascertained that Brauer's cattle were at one end of the yard and Gordon, Ironside & Fares were at the other in an other section, so that it was possible for both parties to load at the same time. Consequently five cars were placed for Mr Brauer and seven cars were placed for Gordon, Ironside & Fares. Mr Brauer did not wait for the final results. As soon as he saw Gordon's cattle coming down he refused to load. He ordered his cattle to the pens. He went immediately down and lodged his complaint.

Q His complaint was that you had loaded Gordon & Ironside's cattle into his cars ?

A It was not so. Brauer's cars were prepared. They had all been loaded with the hay for the cattle early in the day, and in the cars that Gordon & Ironside had loaded with cattle had no hay until they were supposed to go away.

Q And I suppose you are enjoined to show no favouritism ?

A I am.

Q There is no trouble now between Mr Gordon and Mr. Brauer ?

A Not so far as I know

Q You do not intentionally give Gordon & Ironside any advantage ?

A I do not

Q Naturally a stranger seeing you more intimate with them would attribute that they were getting favours ?

A Well, he was not justified by my action. He may put that light on it.

Q You put on feed in the cars and you charge them ?

A Yes

Q And you charge them on a margin of a dollar ~~over~~ a ton over cost price for handling ?

A I always have feed there

Q There is not much protection in these stock yards ?

A The outside yards are protected with a covering. They are half covered in.

Q They are fairly protected for cattle at all seasons of the year ?

A Probably more so than the old yards are.

Q There is a great deal of friction up there ?

A I cannot say that I have heard of it

Q The man with one car has the same rights as the man with a train and you charge him no more ?

A Charge no more. If anything he has a little more attention. He is single-handed and we have to give him more assistance. Because the large firms have men of their own.

Q Mr Brauer and Mr Gordon have their own men there ?

A Yes

Q The man who brings in one car is very often not there himself ?

A Well, he ought to be there.

Q There are complaints from the small shippers in the country that the shippers are kept out in the inclement weather in the yards. Have you any control over that part of the business ?

A There is never any delay in unloading cars when placed at the stock yards.

Q How about five or six hours delay, should that occur ?

A No. When a few cars of cattle arrive in the yards there is

an engine specially assigned for that work. Immediately a train arrives with that stock the engine brings it to the stock yards immediately

Q Is it unloaded whether freight is paid or not ?

A Certainly

Q I heard today to the contrary ?

A There is no justification for any such remark as that Mr Middleton :

Q How long is it since this special engine was put on ?

A Really within the last two/or three months. We had that same arrangement last fall.

Q We have had several complaints on oath of having delays in the yards, if a car came in say at 10 or 11 o'clock at night ?

A No. The same conditions obtain as at 10 or 11 o'clock in the day. It is weighed at night immediately it is unloaded

Mr. Haggart :

Q Is there no complaint of cattle being mixed up in the yards

A The only complaint I ever heard was Brauer's . It was not so. There was once a complaint where a shipper went into his yard and started to cut them out, and he found that he was mistaken and he told Brauer. He admitted his error.

Q You do not lock the gates ?

A It would be an inconvenience. They want to show them to the various buyers. It would be an inconvenience to the small buyer or farmer coming in when they want the Winnipeg buyer to look at their cattle. You could not keep a man on every gate.

Q Do you know of any instance where stock was lost over night?

A Not from the yards

Q We have had two instances to that effect ?

A I have known asteer to get away between the cars during unloading

Q In one instance a Mr. Walsh complained ? (Chairman reads Walsh's depositions)

A I have no recollection of that. If it did happen I should know.

Mr. Middleton :

Q We have another instance of one Charles Knight losing some cattle . It was pretty near morning and he complained to William Whyte about it. He was told that in the future the yards would be looked after at night ?

A That must have happened before my time.

Q Are the yards looked after at night ?

A Yes, so are the gates, but the pens gates are locked with the C.P.R. standard lock and a good many people seem to get hold of these keys. We can load 21 cars and can place 17 cars unloading.

Mr. Haggart : --

Q Can you load two ~~sats~~ of cars at one time ?

A Yes, if the cattle are in different sections.

Q I understood from Mr. Brauer that he could not get his cattle ,loaded at the time Mr. Gordon's were loading ?

A He could not get a whole train. He could have got the cars split for him. Gordon's cattle were in "A" section west of the office, and Brauer's section was east of that. There are two gates diagonally across. He could have loaded four cars without interfering with the seven cars that Gordon was loading on the west side.

Q Does Gordon have full control of the part of the yards that he is in ?

A No, he has part of the yards assigned to him for the stuff that he is taking in.

Q If cattle are coming in in three or four car loads with one attendant not shipped to any commission agent does Gordon take charge of them ?

A Not unless the man in charge requests it. The C.P.R. staff assists.

Chairman :

Q Is there anything to prevent Gordon from taking them and putting them in and paying him ?

A He has the same chance that Brauer would have, or Coughlin or you. We do not allow them to pay yardage when their stock is coming in. There are two scales, only one is on constant use. There is no way that they could be manipulated.

Q Do you know whether Pat Burns of Calgary had any trouble over them ?

A They have on some occasions complained of the weights, but they had exaggerated ideas of their own weights. Once I found a steer's leg had broken in it. It was immediately fixed up.

Q Did they not find a piece of wood on a certain part ?

A There was on one occasion what Burns thought was it. The bottom of the door was low and when the scale was shaking it would rest on the outside of it. In order to remove all suspicion we had a piece of the door cut off immediately. Burns always had his checker checking the weights himself.

Q How long have you been in the stock yards ?

A Four years.

Mr. Haggart :

Q Mr Brauer in giving evidence mentioned that Mr Gordon had keys and he had none ?

A Brauer's foreman was offered keys precisely the same as any other foreman. It was usually granted to a foreman. It is for the convenience of the shipper.

Q There was no intention on your part to give any man any advantage that Brauer did not enjoy ?

A None whatever

Q Mr Brauer complained that his cattle had been moved from one part of the yard to another ?

A He had ~~s~~tated that, but I have no recollection of his making a complaint at the time the incident was supposed to have taken place. It was this year that I first heard about it.

Q You did not hear of it at the time ? A No.

At this stage of the proceedings the Commissioners adjourned to meet again the following morning at 10 o'clock in the forenoon, Wednesday, August the 21st., 1907, when the enquiry was resumed.

JAMES PATTERSON, having been duly sworn, deposed as follows :

TO MR. HAGGART : --

Q What is your official position ?

A For the last seven years I have been employed by the Western Stock Growers Association as brand inspector.

Q What is this association, a company of ranchers ?

A It is for any one who wants to join it.

Q It is not a government institution ? A No

Q It is an association of cattlemen out in Alberta and Saskatchewan ? A Yes

Q And you are the brand inspector for that association ?

A Yes

Q What are your duties ?

A I was sent to check up all these cattle, to look over the brands, and see if they were inspected right.

Q By that association ? A Yes

Q You are familiar with every man's brand ?

A Not every man ; a few of them.

Q You are familiar with the brands of those that belong to the association ?

A I know as much as lots of men would know

Q What do you mean by checking up ?

A Look up and see if anything is there that does not correspond with the inspector's certificate that he gives with these cattle when the cattle are inspected in Alberta. You look over the list of brands and see if they have been inspected right.

Q There might be some cattle in the bunch that might not be inspected right ?

A Yes

Q And in that event if you find some cattle there not corresponding to the inspector's certificate ?

A Lots of times they have been taken out and sold here.X

Q And what would be done with the money ?

A The money was forwarded back, to the association. The secretary there gives the money to the owner. If not found they give it to the government.

Q That work has been taken over by the Alberta government ?

A Yes

Q And you are an official of that government ?

A The government gives a bonus to the association to pay me. I have nothing to do with the government. They have no orders to give me. I act under the association's instructions.

Q Your official time is spent principally around the stock yards ?

A Most of the time, yes.

Q And every consignment of stock from the western country is watched by you ?

A yes, I look over it as best I can.

Q Your duties cover the inspection of cattle from both Alberta and gaskatchewan ?

A No, just Alberta

Q You have nothing to do with the gaskatchewan ranchers ?

A That is not my work, there is a man there for that business

Q And unless it comes incidentally before you you have nothing to do with it ?

A Yes

Q How many do you inspect in a year ?

A 150,000, or 140,000 came through last year. That is a rough guess.

Q Did you find many irregularities that require checking up?

A We got quite a few not inspected. I forget now. I kept track of them in the books, but I can't tell you. There were quite a lot of cattle that would have been a dead loss to the owner and a dead gain to the man that shipped them in.

Q The owners get back there money for such cattle as you can trace ?

A Yes

Q You are pretty familiar with the run of the stock yards here?

A Yes

Q As for shippers getting the same privileges and advantages, or does it appear to you that certain of the larger shippers like Gordon and Brauer have any advantages over the smaller men ?

A I never saw any trouble there. I was not running around looking for people's troubles Gordon here has been put out lots of times, if the C.P.R. did not have the room.

Q You think that everybody got a square deal ?

A As far as they had room

Q If short of room it was first come first served ?

A As far as I know.

Q You saw nothing irregular as to the treatment of different cattlemen ?

A. No.

Q I suppose you are around there when the smaller dealers are selling cattle to the larger dealers ?

A Yes, I am around there all the time, pretty much.

Q Some of these smaller dealers, I am speaking principally of Manitobans, say that they do not get a square show in the stock yards ?

A I would not know anything about that. I do not ask them what they get. I can say ~~th~~ one thing that some of them bring in cattle that I would not care to eat. There are some pretty poor ones comes from Manitoba

Q You do not mean to say that Manitoba send in worse cattle than Alberta ?

A I do not think they are

Q They are not topped off or finished ?

A I would not say so. I am not an export man.

Q You say a lot of inferior cattle comes in from Manitoban points ?

A More so than from the western provinces, I think.

Q What do you call those animals that have a brand on that is different from the brand on the paper before you ?

A Some people might call them strays, I would when I do not know the owner.

Q You do not know how many strays you captured last year ?

A No, not unless I referred to the book. The Western Stock association knows exactly how many there were.

Q Would they put it in the hundreds ?

A I guess that there might be 150 or 160 head. There was something wrong about the tally.

Q When you are not very sure as to the brand you crop away the hair ?

A In lots of cases we do. I think there were six or seven

steers we could not find who they belonged to last year. This money was sent to the Alberta government.

Mr. Gordon : Mr. Patteron is acquainted with brands other than in the Alberta register.

A. I have had in the yards Montana, Alberta and Saskatchewan

Mr. Haggart :

Q Are those cattle there with the brands that are not registered there by bona fide mistake ?

A I guess they are in some cases

Q Some of the cattle may be herded in the yards by reason of the efforts of thieves or cattle lifters ?

A Lots of these men know they are stray cattle, but they are going to get away with them if they can.

Q The secretary of the commission who is from Alberta tells me that the government gives the Alberta association a certain sum, and they supplement to make the salary to you, do you do any services outside of inspecting these registered brands belonging to the association ?

A Yes, I always take everything that is not tallied right; don't matter who it belongs to ; it is sent back to the association

Q In that event you ought to be paid by the government ?

A I will not work for the government.

Mr. Gordon : Mr. Patterson often comes across American cattle that drift in and these cattle are tallied and sent to the association

Mr. Haggart :

Q You are familiar with the Montana brands ?

A Yes, fairly

Q And you single them out and dispose of them ?

A I send the money to the association to have the duty taken out of it. You cannot send it to the owner or you would be getting into trouble

Q Then it is for the association to ascertain the real owner of that money ? A Yes

Q You know that the commission has been sitting for some time?

A Yes

Q It was appointed because it has been alleged that all cattle dealers do not get a fair show, a square deal ? A Yes

Q Now do you know of anything that is not right in the cattle business that ought to be known by the authorities ?

A No, I do not

Q Yesterday we had Mr. Brauer giving evidence here. There was some trouble last fall in October or November with reference to the shipping of his cattle ?

A No, I do not know, unless it was a couple of cars of cattle got mixed. Balcorski's cattle they were. They asked me to stand them back the way they were. There was no trouble about it. Everybody seemed to be satisfied. I never heard of it until this moment. This happened about November

Q You thought that it was a matter that would happen at any time ? A Yes

Q There were several steers or beeves of Brauer's that were put away down in another yard without his knowledge or consent?

A I do not know. I went a couple of times to divide up cattle. I do not remember this one. I believe that Brauer and Balcorski had their cars mixed. A man named Craig of the Saskatchewan or Assiniboia association and I went in to divide them up. I might have had to do with the other, but do not remember it.

Q As an official of this association there is nothing that you can tell the commissioners that would be of advantage to your employers that you think they ought to report on ?

A Let loose half a dozen or some of those inspectors it would do good. The men at Medicine Hat and Lethbridge are tallying at night. They cannot see. They are in the wrong place where they are at, and they do not know what they are doing. They are in the wrong place.

Mr. Middleton :

Q It would do no harm if they had some improvement in that direction. Mr. Patteron has had universal praise all over. We have had not a single instance of trouble against him. They have depended on him too much at local points. Do you require an assistant ?

A I do not think that there is work here now for one man

Q There were several complaints from people that they would get mixed up here, and that if you had an assistant you could give them some advice and assistance in getting the cattle unloaded; they get sort of lost when they come to the yards ?

A Not much trouble to do that. I always give everybody a hand the ranchers and the people that are here. I try to make myself useful. I always help everybody who is in trouble or thinks he is.

Mr. Haggart :

Q Would you send to Mr. Craig the secretary of this commission a list of the cattle that you arrested last year for not having the proper brand ?

A I do not know. I have not got these books with me. I would have to go through a string of brands as wide as this street.

R.G. Matthews has it. It would take me a week to pick them out .

HENRY A MULLINS recalled.

TO MR. HAGGART : --

Q You have made your statement here some days ago ?

A Yes, am I under oath yet ?

Q. Yes. Brauer was in the witness box yesterday and I asked him to give us the names of any parties whose knowledge would be likely of service to the commission, and in reply he said (Counsel reads the following from the morning edition of the Manitoba Free Press of Wednesday, August the 21st 1907 : --)

"I asked H.A.Mullins why he would not sell to me. He told me his cattle had been sold to Gordon, when they had not been weighed and were not off the train. Mr. Mullins told me in the Dominion theatre that he had some 300 or 400 coming in to-morrow morning, and he would like to sell me the export cattle, I said; what time shall I be out at the yard? He said; About 7 o'clock. I got there at six o'clock, I wanted the cattle, as I had steamer space. Mr. Mullins was assorting his cattle. I asked him when he would be able to price them.

"He said, 'Come back in half an hour'. I did so and asked him 'Are you ready to price them? He said, 'I have just sold them to Mr. Gordon.' I had not yet seen Mr. Gordon. Mr. Mullins said, 'I have got a bunch of cattle coming in that I will sell you.' These were 300 cattle belonging to a Mormon named Edwards. Mr. Mullins priced the cattle at a price I believe he knew I could not afford to give. In the meantime Mr. Gordon was in the fence talking to owner of the cattle. I said, 'Get the owner of the cattle here.' I got Mr. Edwards to go with Mr. Mullins and myself, and finally I bought the cattle from Mr. Edwards."

Q Do you remember the incident referred to there by Mr.

Brauer ?

A Perfectly well. Brauer mentioned the wrong name. It was James AL Eldridge of Cardston, Alta., not Edwards. It was the first time I had anything to do with Mr. Brauer. He said : "Mullins, I want to trade with you in preference to any other man. What have you on the road ?" I said : "I have 306 head of cattle loading belonging to Eldridge from Lethbridge. I will be glad to sell them to you." He said : "I will buy them, but I have 300 ocean space taken for a week at Portland, and I want to fill that."

I said : " I have nothing more until this lot comes in. I can sell this 306." I had previously contracted for the cattle. He said "I want the 306". I said "you will get them. But I will take this ocean space off your hands providing that I can take it at its market value in case that I cannot sell you the cattle."

He said "All right." They were loaded at Lethbridge and on the way Eldridge wired "Am coming with 306". I told Brauer that they would be in. They came in five cars belonging to the Knight Sugar company and the balance belonging to James A. Eldridge. Brauer came in the office and sat in the corner. while the cattle were in transit for Winnipeg. I said : We had better have an understanding with reference to this ocean space".

He said these boats are costing me thirty shillings." I said that "I can get twenty-five shillings freight. I will give you twenty-five shillings." He said : "No, I won't lose money on space." I said "I would not take the space at thirty shillings, because I could get it cheaper from Montreal."

Q Were the Eldridge cattle consigned to you ?

A Consigned to me as commission agent. I have handled his cattle for years. I was protecting Eldridge. Brauer said "I will give you a dollar a head if you will help me to buy this bunch of cattle ; that I would help him, Brauer, to rope Eldridge.

Q Did he know that you were acting as agent for Eldridge ?

A Perfectly well. I am telling you what is right and correct. Brauer said : "I will give you a dollar a head to help me buy these cattle from Eldridge." I said : "I am not in that business. I will take the freight from you at a price equal to Montreal , or I will sell you the cattle out and out." He said "\$1 a head would be \$306" that he would give me as a side issue I said "Eldridge pay either \$5 or \$10 a time." I do not remember the commission. I said : "I will not do that." I did not do it ; but when the cattle arrived in the yards I took Brauer up to buy according to agreement. I priced the cattle to him. I told Eldridge : "Here's a man from New York. I think we can make a fair sale. He has ocean space he has to fill. He offered me a dollar a head to help him buy these cattle when you were expected here in a few days." That was my first introduction into business with Mr. Brauer. I have been nearly 20 years trading in Winnipeg, and I say positively under oath that Gordon who has bought about 10,000 head of me never made me any such overture in the yards.

Q Brauer simply thought that you were the figure head of Gordon ; after his negotiating with you and expecting you to continue the sale he finds Gordon on the fence talking to the owner ?

A I was selling the cattle and protecting Eldridge's interests I don't know what Gordon was saying to Eldridge.

Q I suppose there was nothing wrong in men who were anxious to purchased trying to get the first interview with the owner. The owner would like that sort of thing ?

A It would be all right, but when one man is buying there is an etiquette not to interfere

Q The ranchers out in the country think that the etiquette is a little too fine ?

A It would not be etiquette for me to jump in and interfere with their buying.

Q You think the owner would have sense enough to find out where to get the best price ?

A I made the sale to Brauer myself and was present when the sale was completed to Brauer by Eldridge and myself. Brauer made that overture to me in my office. That is nearly a year ago. I told Eldridge what he offered. He told me it was not necessary to me to tell him what brauer offered me.

Q Brauer finally got these cattle ?

A Yes from Eldridge and me in the yards

Q You had helped to buy them ?

A No, I sold them

Q He got them ?

A Yes

Q Before the sale he was giving you \$306 ?

A Yes .

Q When he did buy them did he give you the \$306 ?

A No, I turned it down flat. Why should he give it to me ?

Q You gave him to understand that ?

A Yes

Q Brauer came here last year for the first time ?

A Yes

Q You knew he had been in the cattle business ?

A No

Q You knew he was buying pretty freely ?

A Yes, he was buying

Q Did not you cattler dealers, men like yourself and other commission men, and men like Gordon , have reason to object to his advent on the cattle market ?

A No. I resented what he did ~~me~~ to me in my office. We are running an honest business in the stock yards.

Q Would not his presence on the market, representing large interests, tend to send up prices as against ordinary purchasers in Winnipeg ?

A I tried him on a bunch of cattle. I could do better in my sales to Gordon.

Q Had Gordon any string on you ?

A No, it was a matter of dollars and cents

Q And you did not want to shoulder this Brauer off the field ?

A No

Q You were around the stock yards a good deal ? A Yes

Q Brauer complained that when he came upon the scene that Gordon unduly dominated the officials round that yard and that outsiders did not get a fair show ?

A He got as good a show. He had new-fangled ideas as to how to do business I brought a n ~~new~~ opposition against Gordon for, one season and I know what it cost me. You bring in men from Ontario and New York they have different ways of doing things, *different* ways of doing business.

Q Mr Brauer tells us that since he made his representations to the proper authorities he got his privileges which he considered that he was deprived of before that ?

A I handled nearly 15,000 last year

Q He handled something like eleven thousand head ?

A I never had any trouble like him all the time I have been here.

Q The officials in the yards knew you and Gordon and the

other cattle men in Winnipeg, they knew Brauer in that he was a stranger, and perhaps they would like without being aware of it give you people a preference if there was a scarcity of yard room, you would be the people who would get it ?

A I had my cattle in the alleyway and he had his cattle in the yard. He has gone out of his way to injure one of the best officials of the C.P.R. Only a week ago Brauer had a train in Moose Jaw. I had a train/the same day in the yards feeding. The C.P.R.came down and ordered my cattle loaded. We loaded and they ran us into a side track ; left me standing 5 hours on a side track after him.

Q Brauer does not complain of any want of privileges now. He had to fight for them ?

A No doubt. It's a swell way of doing business

Q You would rather have this market without Brauer ?

A No

Q Would there not be more chance of making money if he were out of it ?

A No more chance for me to make money than if he were in.

Q We know that you can take care of yourself. Have you any statement to make ?

A Only that Brauer does not do business according to my way. He came with new United States ideas. Gordon would not give me a cheque. Brauer says "I have another way of doing business. Deliver to the British Export company". I mean the bill of lading, given to me by the company. I had to take that contract. And brauer turned the corner up and said : Deliver to the British Export company." I had to deliver before I got my money. I did not know anything about their standing. I would rather sell to Gordon or Bater or a man that is solid in the yard.

Q You do not need to give up possession of your cattle until you are paid ?

A I had

Q There is nothing turning on that ?

A I am responsible to men in the west.

Q You felt a little shade of resentment when you read Mr. Brauer's statement in the papers ?

A Of calling us pirates. I contend that I am not a pirate or that there are any pirates in the yards, or that he is in among a gang of pirates.

Chairman :

Q I would like to have a little more explanation that one buyer would not interfere when another is in buying cattle ?

A I mean that where the buyer is in dealing with a man that another buyer will not come into the yard and interfere with the deal. He will wait around in the alleyway. The man who is selling can that another buyer is waiting. There would be ~~th~~ three buyers waiting in the alleyway like this morning.

Q Suppose the first buyer got him is there any way that he could spirit him away ?

A No

Q You said said you brought a new opposition against Gordon ?

A A few years ago I went into the buying business with persons I said "I will go on and do some buying and shipping."

Q You have not done that recently ?

A No

Q What percentage of your cattle did you sell to Gordon last year ?

A Seventy-five per cent.

Q You made some remark about "we do things different here to the way they do them in the United States"?

A If a shipper has a train of cattle to load he is here in the day light. He does not come along late from the hotel in a dress suit He is there to load his cattle That is some of the

difference. We have to attend to the loading and unloading ourselves.

Mr. Gordon : The dealers here do not try to bribe the commission men.

A I asked the same price from Brauer for both Eldridge and the Knight Sugar company. Gordon was with Eldridge. I had given Brauer the price of the cattle.

Q The only point between the two of you is that he says he bought from Eldridge and you say he bought from you ?

A I commenced to buy. I think he said he called Eldridge into the yard. I may have called Eldridge off the fence into the yard with Brauer.

JAMES T. GORDON recalled.

TO MR. HAGGART : --

Q Since you gave evidence a few days ago we called upon Mr. Brauer, who is connected with an American firm. He voluntarily took exception as to a statement made by you as to your advantages, and he asked to be allowed to comment on that statement and to show that the facts could be such as you stated, namely, that you were able to transport cattle here at \$3 or \$4 cheaper than other parties ?

A I said the rancher, at \$3 or \$4 a head better than what the rancher does and I am prepared to prove it. I made the statement before the chairman that I would not make any statement I was not prepared to prove. I do not think any man should make such. The other day I said we handled our cattle from \$3 to \$4 a head cheaper than through the commission men. I would not have stated this but Brauer made me do it. I do resent the statement he has made. This man has not a foot to stand on. Any man who will accuse every other man he is connected with is a pirate and a rogue. He is a dangerous man.

Q There has been a fairly full report of the sittings in this morning's papers.

Auditor John Henry Hilton reads from the issue of the Free Press, August 21st., last mentioned, as follows :

"Mr. Brauer thought the statement covered all shippers. Taking the lower figure \$3 a head off 73,000 cattle, that would be \$219,000. Take from that \$51,100 and there is left \$167,900 net advantage that he says he has. I request the commission to call upon Mr Gordon to verify his statement. I think it no more right to the shippers of this country that he should prove its correctness or else acknowledge that he has made a statement he cannot live up to. "

A There is no commission man living who can pay his way in the world and only charge \$5 or \$10 a car unless he handles enormous amounts of cattle. He must have enormous advantages. We handle our cattle \$3 or \$4 a head cheaper than the commission man. I will ask the chairman not to take my word for it. Chairman : I see where the difference comes in.

A In the first place you take hay. The commission man gets his rake off on hay. His hay costs \$9 a ton and he sells it at 70 cents a bale or at \$20 a ton. He has a commission on hay at Schreiber and Montreal. The commission man gets a rebate on every pound of hay he sells. He gets a quarter of 1 per cent on insurance which amounts to 25 cents a head more. He charges \$10 per car on 17 cattle this 58 cents a head. Then the difference in hay in Montreal would amount to another 25 cents. Our hay costs us \$7 to \$7.50 and C.P.R. hay costs from \$18. to \$25. That is a difference of 25 cents more. In England the commission man charges the rancher. The rancher would pay \$5 for selling. That we save, that equals 65 cents more.

There are a lot of little savings like that in connection with the trade. You sum that up and instead of it being \$3 a head it is about \$3.95 a head.

I tell you we ship our cattle \$4.50 a head cheaper than what the ranchers of Alberta do.

I want to say, however, that this philanthropist Brauer who calls us pirates is a commission man. The name of his company last year was "The British Export Company". He has a new name and a new company every year.

Q He says he exports more cattle than any other man living ?

A He is a commission man in the old country. It is not in exporting that he has made money. The commission business is a splendid business. I wish that I had been a commission man.

Q. He made the serious charge that you got too much attention from the C.P.R ?

A Before we come to that ; he made the statement yesterday that we tried to drive him out of the trade after he came here . I am glad he made that statement. I want to say to you that when Brauer came here he was the most persistent American I have ever met. Usually you can sit on a man, but the more you do it the better it pleases him, instead of driving him away.

He came to me and made a proposition He said "I only want 300 or 400 head of cattle. If you can give me these cattle I will not go into competition against you.". He said: "I made a proposition to Gordon and he would not entertain it." He hounded me for two or three weeks wanting to get cattle from me. At last I did give him a train of cattle at just exactly what they cost.

Then he says that we tried to drive him out of the trade --- a man who tried to bribe a commission man and who tried to enter into an arrangement with an exporter who has been in the business for years. He would have been the first man to come here and spit it out. He says "a lot of Pirates." He is a man who wants to be watched.

I am prepared to take care of myself, but when a man will get up and give evidence against an official who is trying to make a living, because Brauer could not buy this young man to be crooked, he went and reported him to the C.P.R. officials. I say today that it is a deliberate/falsehood. I never had a key to these yards yet. Only my own men or the C.P.R. could let me in.

This young Brauer is trying to ruin and malign him against the heads of the C.P.R. I say shame on any man who ~~hurl~~ holds the position he says he does who would try and ruin a young man. His services have been absolutely straight. Car after car has been shipped in and weighed by him. Nobody questions his figures, ^{or his fairness.} If he is dishonest I do not know anything about it.

I can get ninety-nine out of every hundred men who ship cattle to the city of Winnipeg to say that in no part of the Dominion had the treatment been more fair than it was by the C.P.R. officials in the stock yards.

It has been sworn here today that he tried to bribe a commission man and that he tried to make an arrangement whereby he would not go into competition against me. I would ask the commissioners to take ~~his~~ evidence of that kind for what it is worth. This patriotic, honest and pure young man who thinks that everybody else are rogues should be watched.

Q He said he could not get near the men ; Gordon and his men would not let the men out of their sight ?

A A man writes and say : "I am shipping cattle from Fort Macleod". They are put into the yards we have hayed up. We will leave those cattle there 24 hours before we will sort them. We have no more advantage over any other shipper than he. We have never fed a bullock unless it were cattle that were promised to us.

Q. In this issue of the Free Press he says : --"The C.P.R. allow d each individual to feed his own cattle here, at White River and Schrieber only. In Montreal the only ones that feed their own cattle are Gordon, Ironside & Fares." ?

A What he means by that is that we have advantages in the Winnipeg yards. In Montreal we have an institution that cost us \$50,000, we paid our money for it. As far as Winnipeg is concerned we do not know it.

Q. In the third column of this report he said : "---the result was the stations being blockaded by butchers' cattle. My opinion it was done to block us and keep us from getting our cattle to the seaboard in time, so we would have to pay a demurrage of \$250 to \$400 a day. I asked him : - "Who was responsible for this blockade ?" He said "Ans: Gordon , Ironside & Fares. I don't think the C.P.R. were responsible."

He puts it upon you ?

A. Last fall one or twice there was a congestion in the yards I did not know that we were responsible for it. We held 6000 or 7000 cattle on the plains in Alberta. Some were turned back. We could not get cars to get them forward. I nor any other member of the firm tried to stop Brauer from shipping cattle. Personally I would rather have him here than anybody else that I know of. If we committed the blockade we were unconscious of it.

Q. "Mr. Haggart--It looked to you as if Gordon, Ironside & Fares took unfair advantage of the condition by reason of their connection with the C.P.R. officials with a view to embarrass you ?

"Ans.--I believe they did They wanted to drive me out of the market of Northwest Canada" . He said that ?

A If I did want to I would have entered into the arrangement with him to buy all the cattle. I did not take any advantage of that.

Q. "Mr. Haggart--The blockade was caused by butchers' cattle, by the poor way in which the yards were run; and by Gordon, Ironside & Fares' influence with the C.P.R. all used against you?"

"Ans.--Yes, Mr. Evans representing the C.P.R. was afraid of his life, was afraid to speak his mind and do, what was right, lest he should be reported to the C.P.R. officials. I told them this man was afraid of his life and to place Mr. Evans in a position where he could speak like a man and treat everybody alike, as he appeared to be under the influence of other men." That was Mr. Brauer's answer ?

A. You have to judge. Sometimes we were blockaded heavily by butcher cattle. That did not interfere in any way with Brauer shipping his cattle. In some cases we had cattle in the yards for two days. Other cattle would be brought in and put in their place and I did not make any complaint.

Q. You have stated before that you have received no rebate, concession or advantage of that kind. Mr. Brauer states that if any rebate is given the man does not live who can prove it?

A When I come here under oath, when I make that absolute statement that we do not, does it make any difference to you whether Mr. Brauer believes it ?

Q. Our bookkeeper is receiving your assistance ?

A All assistance. We have nothing to keep back.

Chairman :

Q Here is a man that appears to know the whole thing . He lives in Saskatchewan. He says the letter by "The Butcher's Assistant" struck the nail fairly on the head. Many of the butchers are under the thumb of this combine. Two years ago I had occasion to call up telephone No. 633 and something being wrong with the wires I heard a conversation between J.Y.Griffin ~~and Gordon~~ whose voice I know very well, and Gordon, Ironside & Fares' manager, and heard them making the prices of the day and lowering them or raising them accordingly. Pat Burns brother told him there was an agreement

A We buy right under Pat Burns' nose. We never go over the mountains.

Q You saw that statement in that anonymous letter that the retail butchers were reluctant to tell the whole facts by reason of the cinch you had on them ?

A It is too bad that a man, an editor would permit a thing like that to be published. It is absolutely untrue. I have not a dollar with the retail men more than the ordinary claiming in buying and selling in the city of Winnipeg

Q Naturally some of them are indebted to you ?

A Yes and he will usually kick more vigorously than anybody else. If you charge a man more than he can afford to pay you would put him out of business. They are certainly not business men to make that statement. I would ask this commission if Mr. Richardson gives evidence again I would like to be heard again.

Mr. Middleton :

Q There are several points as to that blockade last fall ?

A Whilst I am doing a fair business in some lines it is hard

to expect Gordon to manufacture cars and steamboats. The whole difficulty was space was scarce and the C.P.R. was over taxed. We will live a good many years before we see that fixed.

Q The complaint was that the cars came to Winnipeg empty ?

A No. It takes three or four weeks to go to Montreal and back. They are not run through like a passenger train. It takes say five to seven days to get down. The cars are cleaned, switched around and loaded and brought back full

Mr. Haggart :

Q Cattle cars come empty one way ?

A They are bringing them back full, though if they are pressed they may run them empty. If you compel them to bring them back empty they will raise the price on you, because it is a haul only one way.

Mr. Middleton :

Q I know men who lost thousands of dollars because they had to take their cattle home, tired of waiting, and they were scattered and lost in the storms ?

A We lost \$25,000 that way last year in Alberta. If the cattle were collected in July and August instead of October and November it would be easier, much.

Q Explain the statement you made before, I think you said you gave 25 per cent more for Yorkton cattle than Calgary cattle ?

A Yes, better class of cattle and less freight at Yorkton. Suppose we buy a train load of cattle, f. o. b. at Calgary, weighed off cars in Winnipeg, that is we assume the freight. Suppose some of these cattle in that train are cut out. We have to pay the local freight from Calgary to Winnipeg on them. If we buy these cattle from the yards we have to pay 90 cents from Calgary to complete our car. Export cattle we always buy at point of shipment, pay the freight ourselves from the point of shipment, and butcher cattle we buy here.

We paid \$60 in the month of July for export cattle and if you add freight to that it will bring it up to \$65.

Q Do you not consider that the heavy shrinkage from Calgary could be reduced ?

A No. You cannot take wild cattle and feed him oats We have tried it time and again We cannot get ranch cattle to eat grain. They would sell for a good deal more. I grant you now that the Alberta cattle are not so wild as they used to be. In one car we had three trampled to pieces and another died. They are nervous. The heifers are more nervous than the steers.

Chairman :

Q There is one thing I would like to bring up here. I do not like to see Mr. Glen Campbell and Mr Gordon appearing to be giving conflicting evidence. We were told that in the old times the C.P.R. used to help exporters but that they do not do it now. I want to know if there was a time when the C.P.R gave any refund or help to exporters ?

A So far as the C.P.R. is concerned, on the main line or west of the great lakes, they have never given shippers any assistance, unless they have given it to Burns or Mullins ; not to us ; I would like to know it if they had. I understand that the Grand Trunk did help the shippers ; Mullins or some of these men may tell you. It was before our day. As far as the C.P.R. is concerned it is not correct.

Q. This letter of Mr. Glen Campbell's appeared in the newspapers yesterday. The main point is this, he attempts to show that the averages you state you paid to the producer is misleading ? (Chairman reads Mr. Glen Campbell's letter on page 620 of this evidence.)

A I can give you the export cattle separately : --

In 1904 we paid for butcher cattle \$3.56 for the 12 months or \$39.12 per head, average weight 1106 pounds.

In 1905 we paid \$3.38 average for the year, or \$37.22 a head, average weight 1102 pounds.

To satisfy Glen Campbell we will give you every day what we bought for or what we sold for, or to satisfy anybody else. He should not make statements like that. In 1905 we could give him every day what we paid each farmer and what we sold for, hides and everything.

About the shrinkage -- if our man in the yards knows his business he figures out what those cattle will dress. If Mr. Fargey shipped in cattle and weighed them off the cars and we pay him so much a pound we always take into consideration what the cattle would dress out. If they were brought off the grass they would dress at so much less. In October 1905 we purchased 1113 cattle, which weighed 1,189,177 pounds, cost \$32,821.44, average \$2.76. Get Glen Campbell himself to go over our figures. We have nothing to keep back.

Chairman : I had been on the look out for a witness adverse to you and I came across Mr. Brauer and I subpoenaed him.

A. I did not want Brauer to get away with that sort of evidence which he gave without my getting an opportunity to reply.

Mr. Haggart :

Q There is one thing that I have noticed this meat trade is not favorable to the farmer, correct me if I am wrong ?

A Yes, all right.

Q In Winnipeg it is sold as shrunk ?

A Yes

Q In the United States, Toronto and Montreal cattle are allowed to be fed ?

A Yes

Q Now, in Montreal or Toronto we have the price of beef not shrunken beef that would militate against the farmer here. The farmer here is priced on foot and so much extra for shrinkage. Ontario is not so bad ?

A Cattle in Ontario are shrunk 3 to 5 per cent. I never bought unless I shrunk 5 per cent, but there has got to be such competition among the local men that they give the farmer full weight or more than they get here. It is not the beef that shrinks. It is the water and grass. If I had been paying for water and that kind of substance for the last 15 years I would not be certainly at some other calling in life. The principle is right when you pay a man for his cattle right here. It is wrong in the country. But when a farmer sells his stock he ought to provide for that shrink and they can do it even if competition is not so keen.

Q Live beef here is so much a pound, in Montreal and Chicago it is so much a pound ?

A Yes but we do not calculate that way. We calculate what it will dress out. Our beef dresses out 54 to 56 per cent. In Toronto they calculate at 50 or 52 per cent.

Q It is not a fair comparison ?

A Our market is a little more preferable for everybody. In Toronto they have to pay a certain price for hay and the market charge. They have to pay no yardage here. There is no place in Canada or the United States where the same privileges are granted as to the people here in Winnipeg. When we get the union stock yards and have to pay \$25 a ton for hay and marker fees and yardage also I want to get an interest in them. It would pay.

At this stage of the proceedings the Commissioners adjourned for luncheon to meet again at 2 o'clock in the afternoon, when the enquiry was resumed.

JOHN HENRY HILTON, having been duly sworn, deposed as follows : --

TO MR. HAGGART : --

Q You live in Winnipeg ? A Yes

Q And I believe you are the secretary of an association called The Western Livestock Shippers' Association ?

A Yes

Q It is not an ~~inc~~ incorporation but just an association of gentlemen engaged in buying and selling livestock and for your mutual benefit ? A Yes

Q This pamphlet, constitution and bylaws, shows the objects ?

A Yes

Q Its greatest objects in view are to secure privileges and preferential rates from railway companies, steamship companies, telegraphs and so on where other parties could not obtain same ?

A Yes, it has been in existence since February 1904, we have 31 members.

Q All over this province and the territories ?

A Manitoba and Alberta.

Q Have you had any meetings lately ?

A Yes, we had a meeting in February of this year, and also a meeting in July, exhibition week.

Q Did you ever discuss any of the questions that this commission is enquiring into at any of the meetings ?

A No.

Q Did you ever accomplish anything by reason of your organization ?

A Not very much. We had a special rate of 1 1/2 cent per mile ; passenger rate for men who ship 25 cars a year. That is the minimum. That had to do that to be eligible That was cancelled on the First of January this year. Another thing we got was improvements in stock yards such as at Pilot Mound, and Garberry in Manitoba and Brooks in Alberta.

Q Do the abattoir men belong to this association ?

A No, except the Western Packing Company and J.Y.Griffin.

Q Not the Gallagher, Holman, Lafrance company nor Gordon, Ironside & Fares ?

A No

Q They are not members of the association ?

A No

Q So it was more to secure some personal concessions for the individual members than for anything else ?

A That is right.

Q And after you accomplished the reduction of the passenger rate you have not it now ?

A Yes, that is it.

Q In your capacity as an officer of the shippers' association can you give us anything that would be of any benefit to the commissioners here ?

A I cannot say that I can.

Q I thought, Mr. Hilton, that an officer such as the secretary of The Western Stock Shippers' association might be of some use to us ?

A What they chiefly want is special dispatch of cars and better accommodation. The railway always charges a 20,000 pound minimum. You cannot always get 20,000 into the car. They want to pay freight on what they put in not on 26,000 pounds always.

Q You never discussed any preference, concession, or advantage enjoyed by the members or branches of the meat trade ?

A We never touched it.

(Copy of the Rules of the Association filed with the Secretary of the Commissioners.)

Chairman :

Q These are your rules and bylaws ? A Yes

Q Do you mean to say that there was no discussion or space taken up by the meetings of this association to get such advantages from the railway companies or from any other corporations for a combination of your own interests that comes within the scope of this enquiry ? A No

Q Nothing except of such a general nature as would apply to any shipper ?

A No. Anybody who ships can join now. It used to be no one who did not ship 25 cars.

R. L. RICHARDSON recalled :

TO THE CHAIRMAN : --

Q There is a misunderstanding existing between the Tribune and myself, and my fellow commissioner and my self think that there is a reflection on this commission. In the first place I wish to deal with an editorial here in the Tribune of August the 17th., Saturday, headed "Not Very Inquisitive." Where did you get your information that Mr. Haggart was appointed by the Roblin government ?

A It never occurred to me that he was appointed in any other way.

Q He is absolutely under the control of this commission and was appointed by us?

A In so far as that point, I am very sorry. I did not know but what he was appointed by the government.

Q I wish to say that when the premier of the province wrote me saying that he wished to get my services I came in to see him. He asked me if I would accept this. I said I would if I was qualified. I asked him if he had any directions to give. He said : "None whatever. We want you to make a certain investigation. You can hire a lawyer and any officers that you require. We give you a free hand." I was soppo all that responsibility was placed on me. When I came back I consulted with the premier. I told him what I had done. He said : "Go on and I will back you up." I have not seen him since. As a man of honour I asked you to withdraw any reflections that you have made in relation to this commission. Place the responsibility on me. For any weakness that may appear I am the man that is responsible.

A I wish to say that when I came before the commission first I expressed the view that the province was fortunate in having at the head of the commission a man of such well known integrity, and I reiterate it. I believe that justice will be done. So far as the solicitor is concerned I take the full responsibility for that editorial.

Q I was somewhat surprised to find that I was drawn into this thing, but if there is any weakness it must rest on my shoulders.

A I bow absolutely to your words and I am prepared to take back everything you say, but I take it for granted that the government would not appoint the commission without appointing the solicitor and it did not occur to me to ask.

It occurred to me afterwards that it was a most unfortunate selection because Mr Haggart has been acting as solicitor for

one of these big abattoirs and he is a well known partizan of the government. I have not changed my opinion in the slightest.

Chairman :

Q (Quoting from said editorial) "The Commission up to date seems to have obtained very little definite information concerning the alleged trust". And we have been investigating for upwards of three months. No newspaper has followed us. ~~with~~ We have been probing here and there and doing many things that the public did not know and we are not supposed to report to the public. The commission asks us to report to our governments Again -- "little definite information concerning the alleged trust or combine that it is generally believed exists--though it has had yards of statements, tending to show that both wholesalers and retailers are sacrificing themselves in the public interest, shoved at it."

Do you not think that that is rather a strong statement to make while the investigation is going on ?

A. The liberty of no person was at stake. You report will stand upon its merits. It would not prejudice anything if we suggested that Mr Haggart probably was a failure, and in my judgment he was a failure.

Q. (Quoting) "--though it has had yards of statements tending to show that both wholesalers and retailers are sacrificing themselves in the public, interest shoved at it. Of course, the investigation has been very gentlemenly and pleasant."

I want to take the full responsibility of the way Mr. Haggart handles a witness and I told Mr. Haggart at the commencement that my friend and I always retained the privilege of questioning after Mr. Haggart has done his probing. I want to say that we do not want a lawyer to abuse a witness like Mr Gordon. He said : "Any moment you want us I will come." He came here, and we were probing him for a whole day. I have

been feeling this. 669

A Take your lawyer's examination of the last witness. That witness would have been allowed to depart, but you did put the question which I saw is his duty to drive home.

Q. (Quotes)"--It differs strikingly from the Hughes' insurance inquiry. But the methods of Hughes fetched results---the methods of Haggart---up to the present have not---and after all it would seem that results are what the people really want."

Is not that illogical because a lawyer in New York gets certain results which appeared to exist that therefore it would follow that our lawyer should also prove a trust ?

A I would suggest that the witness ^{not} be abused. You and I as laymen are not able to do it, the expert probing. That I feel should have been provided for you by the government.

Q I think our counsel did probe and was pretty inquisitive.

A My judgment is that Mr. Haggart failed in virility. You see how nicely he treated me. I do not think that he is the man who should have conducted the enquiry. I think he has done the best he can. We are merely criticizing Mr. Haggart.

Q I am responsible for arranging the plan of this commission. I thought it was the best plan to get all you knew, to go out and get the country evidence, come back into the city and then get the rest of the butchers. Now, you say that is all wrong, that we should have got Mr Gordon's hired men. Now you say the butchers would not give any evidence ?

A That was a suggestion that Gordon's employees, bookkeepers, had they been summoned----

Q We have asked Mr Gordon to put up certain statement regarding his business. Our expert accountant has been going through the books.?

A We thought a little criticism of Mr? Haggart in this case was not harmful

Q There were times when Gordon would deal with the case at certain length and he did not equivocate. After the long experience I have had with the farming industry I was able to around and check up every statement that Mr. Gordon made ?

A I will take good care that the fullest explanation is made.

Q We accept the full responsibility of the treatment of a witness here. I would not allow a man who comes in voluntarily to be ridiculed or abused. It is a weakness

A I think to abuse a witness is the greatest evil in the country, but in my reading of the evidence Gordon had lost money in everything he had done.

Q. (Quotes) "Nevertheless, it is also an obvious fact that every statement made might have been thoroughly misleading". It could not possible be that they were misleading ?

A I suggested to the writer that I thought we ought to drop that.

Q. (Quotes) "The result of this homeopathic treatment is witnesses is that the examination of abattoir representatives is spoken of in the streets as a farce." Who calls this commission a farce ?

A He is in the advertising offices of the Northwest Farmer, Joseph Troy. He is one of the chaps that talk that way. I have heard quite a few who talk that way. I suppose the man on the street blathers a good deal. we just said it was the man on the street.

Q You have admitted yourself that there was a trust. You have committed yourself in saying "the worst trust on earth" ?

A We charge that others charge that there was a trust.

Q I feel strongly about this. When I read that letter "A Butcher's Assistant" I was the first to draw the attention of the other commissioners that there would be an important witness. It never occurred to me but what we would get his name.

Somebody said : "Perhaps you will not get the name" ; then I said "Bring the editor." Then there was a note put on my table asking whether it was Gordon who wanted to know the name. The note was put on my table after the letter appeared.

A It must have been done by the enemy.

Q Neither Gordon nor anybody else has a pull on this commission ?

A It was put on your table to annoy you. I didnot know the ~~man~~ name of the writer of the letter "A Butcher's Assistant."

I suggested ~~xx~~ Mr. Moncrieff would hand it to you, otherwise I would have been right here myself.

Q When I read that letter and read this editorial I made the statement that it would not take a pschycological expert to say that they were written by the same person.

A That editorial was written by Mr. Knox Magee, our editorial writer. With regard to "A Butcher's Assistant"Letter it was not written by anybody directly connected with the Tribune.

The writer of "A Butcher's Assistant" is a man neither directly nor indirectly connected with the Tribune. I did not think

there was anything bad about it. It was a little phillippic.

It was designed for the purpose of bringing out further information. He positively stated that the name of the butcher would be ruined in business.

Q I wanted the man with the evidence ?

A The paper is responsible. If the letter was planned to injure somebody I would not hesitate to let him take the consequences. In this case he is a decent citizen.

Q I want you to withdraw any thing that reflects on Mr. Haggart Mr. Gordon or the government in so far as it relates to this commission ?

A Would it satisfy you if we gave your statement fully that the government gave you the freest hand in the matter and that the government is in no way responsible ?

Q. Yes. As to whether I might think that Mr. Haggart is a desirable man to conduct this enquiry in view of his associations with the abattoirs I may say he not conducted the enquiry as I would.

Mr. Haggart :

Q As the controller of a public journal you do not seem to be cognizant of all that was going on ?

A I could not. The chairman explained that the public did not know all.

Q He has explained nothing but what has gone on in the court room. We will dismiss the question of myself. I feebly try to do my duty. I am not coming to you for a certificate of character. You remember we called upon you as one of the first witnesses ?

A I do

Q Do you remember having taken credit to yourself for having begun the agitation that resulted in the investigation ?

A I remember saying that I thought the agitation we had carried on to some extent resulted in having this enquiry started

Q The answer "yes" would be a pretty fair answer to that question ?

A I will give such answer as I think right.

Q Do you remember going over the pages of The Farmer's Tribune ?

A Yes

Q Do you remember some fifty, seventy-five or a hundred letters were published in that paper from farmers in the country?

A Yes

Q Do you remember swearing that every one of those men were bona fide correspondents ?

A So far as I know.

Q Every one of them were bona fide ?

A I think I explained to you that I believed they were bona fide.

Q You are aware of the fact that we gave notice of these six or seven meetings held throughout the country ?

A I understand you did.

Q And we gave notice of these meetings by posters in the different localities and a private letter was written to every one of your correspondents and out of them there was one solitary correspondent turned up at these enquiries ?

A The farmer's indifference is simply colossal. I am not surprised.

Q Can you give the commissioners any suggestion by which they can get at any further information ?

A I take it from Mr. Campbell, the chairman, who has said that he has an accountant engaged and that he is probing and diving into accounts and records, or otherwise I would have suggested that

Q Perhaps you could give us the names of some witnesses ?

A I have a list on my desk which I could send to you in a few minutes, but I could not guarantee their attendance.

Q Outside of my own inefficient cross-examination have you anything that will give fresh light to this commission ?

A I don't really know. I am not paid to dig up witnesses. You get paid for it. Anything I come across incidentally I will either publish it or send it to the chairman.

Q You made a reflection upon me in this way that my relations

as a solicitor were such that I could not properly perform my duties as counsel here ?

A I did not put it that way.

Q Repeat it ?

A You have been the solicitor as far as I know of Gallagher and Lafrance and you are the solicitor for these people and they come before you as witnesses here it might consciously or unconsciously make a difference

Q Do you pledge your oath to that that I am the solicitor of the Gallagher, Holman, Lafrance company ?

A I pledge my oath that one of my ~~x~~ searched the files of the court and found that you were the solicitor for these people when they were applying for incorporation April 21st 1904. Further according to another record given to me, in the King's Bench, Gallagher vs. W.A.Coulson, secretary of the Retail Merchants association, an action for \$1000 damages for the seizure of a car of pork, 26th October 1906, by Macdonald, Haggart & Whittle, solicitors for the plaintiffs.

Q Because my name happened to be connected with some work for The Gallagher, Holman, Lafrance company, or my firm's name happened to be mentioned in connection with some work done for that company you have no hesitation in swearing that I am the solicitor for that firm ?

A Nothing of the kind. I say that you were the solicitors, and for all I know you are still.

Q The fact that I appeared in connection with a suit some time ago is used as a dirty insinuation.

A It is a little more than an insinuation.

Chairman : Who is that firm of solicitors who acted for the Gallagher, Holman, Lafrance company ?

Mr. Haggart : The firm does not exist. The dissolution of a firm always dissolves all retainers of the old firm. There is

no such firm now. I have taken particular trouble to look, and that I have seen that since since then my firm has done no work for that firm. I take no instructions from witnesses as to professional etiquette. You think you can give us some names but you do not propose to go to much trouble over it

Mr. Middleton : I would like to say that Mr. Richardson was expecting too much that we should take it as evidence.

GEORGE THOMAS BATER, having been duly sworn, deposed as follows

TO THE CHAIRMAN : --

Q Where do you reside ?

A In Winnipeg

Q What is your occupation ?

A I am in the livestock business.

Q In the commission business ?

A Not entirely in the commission business ; some exporting business also. I buy generally in Alberta

Q How do you get at the prices that are paid for the cattle in Alberta ?

A I have been here for four or five years. When I first came here I was representing Bater & Williamson. H.A. Mullins was on salary with them . The prices that we paid then on shipments to the old country and the market prices now are what we base them on. Until a year ago MacLean who was my partner was entirely in the west purchasing cattle.. The year before that I was sick for three or four months. Some of the ranchers suggested that we ship cattle on commission and this year we are shipping almost entirely on commission. We get as many as 30 or

We give so much money, say \$30 or \$35 a head. Take a bullock from point in Alberta You may start in paying thirty shillings freight and before the season is forty shillings, which is a difference of \$2.50 per head so the average expense would vary from \$28 to \$30 a head.

Q Have you read the evidence that has been given here as to the question of cost on commission ? A Yes

Q Can you ship from Alberta to Liverpool as cheaply as Gordon ?

A Yes. But he has some little advantages. I am familiar with the points in Montreal. I was two seasons there. Gordon & Ironside have a piece of land directly adjoining the C.P.R. yards for which they say they paid \$50,000. It would be worth that. When their cattle is landed there they put them in their stock yards and feed them there, and buy hay from \$7 to \$11. a ton. We may have to pay \$40 a ton. They are bigger buyers

They sometimes have 20,000 cattle contracted for. The very most we would have would be 6000. They are in a position if freight does down to twenty seven shillings and sixpence or twenty-six shillings to order out so many cattle. I could not jump in and do that, because I have no cattle to draw on. Consequently they can go ahead and book 5000 spaces at twenty-five shillings. The steamships have got that space off their hands. They then start to ask thirty shillings and the smaller man would have to pay more freight. Some steamship people you can deal direct with.

Q As a shipper you will be in a position to know. Do any dealers get any advantage over you from the transportation companies, either railways or steamships ?

A. As far I know nothing.

Q And you do not get anything that I could not get ?

A No. I may make a little more, you being a smaller exporter than me.

Q That would lie with myself and not with the companies ?

A Yes.

Q What about insurance ?

A Gordon & Ironside may have some little advantage. They get a contract. They handle 73,000 a year, last year. I believe I could get a better contract if I handled that instead of 15,000. But I believe they are at a disadvantage in handling such large quantities. A man with 500 can handle them better than a man with 1500, because he might have to make sacrifices which the smaller would not.

Q How do you make your profit ?

A Our firm in Liverpool, England, is T. Bater & Co., and I am a partner in that firm. We also have an arrangement with A. J. McLean of the West, and the firm here is known as Bater & McLean. We charge for cattle on commission \$5 per car for handling them in the west, and in Liverpool for selling them, collecting the money and so on five shillings per head. We are situated a little differently because our firm here deal with the firm in Liverpool.

Q It was stated that you got a rake off along the line ?

A It is a well known fact that as a commission man in the yards I have to have a horse and wagon to supply hay for commission consignments. I built a hay shed and to provide hay I have to carry three or four car loads on hand. We make a stipulated charge of from 50 to 70 cents a bale. It costs us from \$8 to \$20 a ton. We do not tell the rancher we are giving it to him at cost price.

Q At what other points can you make a profit ?

A We charge \$5 a car here and five shillings a head the other side. The commission men do not get that. I handled 3000 or 4000 head for Brauer and have handled some for Gordon. They agreed to pay the same as they rancher.

Q Is there any agreement or understanding of any kind between you or your firm and other commission agents regarding the control of the shipment of stock ?

A No

Q Are you a member of this Western Stock Shippers association ?

A No, I am not

Q You are all on good terms ?

A We have our little fallings out. There is not that nice brand of etiquette spoken of here.

Q In the fall of the year when there is a great many cattle on the market you do not interfere with one another ?

A Yes we do. I am always on the market to buy everything in sight

Q Other witnesses say that at that time of the year when cattle are plentiful they hold back ?

A That is absolutely wrong. Particularly last fall, there was much rustling and night work done.

Q A stranger appeared on the scene in Alberta and the price of hogs went up there ; the inference drawn by many was that there was a new buyer and that helped to liven up proceedings ?

A That is only a natural consequence. I go on the Toronto market on Monday morning and I look around and I say to my man "I do not see MacNish. They do not want cattle very bad. There are not many wanted." But if I see that there is a stranger there I start out much keener. Mr. Brauer came along last fall. Everybody got rustling to get their share of the cattle.

Q If it true that the appearance of one man on the scene puts the rest on the move to buy does it not follow that there is an understanding between the rest?

A No than when Brauer came upon the scene I knew for a positive fact he had so much freight taken and he had come to fill and cattle were less than \$10 a head here than in Chicago.

I started my partner in the west getting busy and I sold my cattle to Brauer. He was offering a fair price and I could make a profit of him. Gordon got busy too. He was anxious to get more cattle.

Q The intrusion of a stranger like that would be welcomed ?

A No, I would not share my loaf with a stranger although I sold him 4000 head of cattle myself. I made some money out of him.

Q You were sorry to see him ?

A Well, I was glad to sell some cattle to him

Q Your evidence as I understand is that this gentleman improved conditions on the market and there was more rustling than before

A There were other circumstances. Trade was improving. I know from memory at one time last year ranchers were quoted at Liverpool as low as fourpence farthing, 3 1/2 cents per pound, and cattle were afterwards quoted as high as 11 cents per pound. That alone would make a great deal of rustling.

Q Not according to your other evidence ?

A That would help to stir the thing up.. The big dealers did not control the market.

Q Why do they assume to send out statements to their buyers ?

A. They don't. I don't.

Q I mean the big dealers here ?

A I am talking as an exporter. We never send out statements.

Q Have you bought and exported on your own account ?

A We have exported from 10,000 to 12,000 a year on our own money.

Q Supposing a man in the west sends you a train load of cattle they are weighed off cars here. As you buy these cattle you charge the man freight from the point of shipment ?

A And pay through freight rates from point of shipment to Montreal

Q It appears to me that a great many out in the west ship their cattle in here in mixed lots, a train load of half butchers and half exporters, and the freight say from Lethbridge to Winnipeg is deducted from them, is it possible ?

A Yes, if the man who is selling the stuff is a party to that arrangement.

Q It would be quite possible for you to get the through rate to Montreal. Supposing it were sold to you here. You deduct that freight to Winnipeg from his bill ?

A If I made that deal I would

Q There is nothing to prevent you from taking that train and shipping it on to Montreal ?

A None at all

Q That would give you \$26 a car reduction ?

A I never got that advantage, because the rancher knows you ~~will~~ assume the freight.

Mr. Haggart :

A You commission and abattoir men can look after yourselves pretty well and you charge certain commissions for certain services, do you charge the abattoir men exactly the same as you charge the rancher ?

A Yes, I sold Gordon some 2000 head of cattle last year and I charged him five shillings a head exactly the same as the rancher. But if I was handling the whole of his 73,000 I think I would do it for less, because a man can handle 73,000 cheaper

Q And commission men do not discriminate against the rancher ?

A I believe it is \$5. I charged \$10 until heard that others were charging ~~\$10~~ \$5.

Mr. Middleton :

Q In connection with this commission, do you charge nothing more than \$5 for a car, is there a dollar for hay ?

A No, but for ^{selling} ~~hacking~~ them in Liverpool there is \$1.25. As to unfair advantages in the yards I have never experienced it.

As regards mix-ups in the yards of which I have heard so much, I remember Gordon's cattle and mine got mixed. There was a gate between and it was probably the negligence of my man.

Gordon said : "Your cattle is mixed with mine, go in and pick them out." I got the assistance of the brand inspector and we straightened it up in 10 minutes. In another case a rancher was shipping through I looked and saw him loading my cattle. He had got the pen open and did not know his own cattle.

Fortunately my cattle came from Yorkton and I knew them.

Those are the only two cases I can think of in seven years.

I know in Chicago I had a mix-up there.

Mr. Haggart :

Q When Mr. Mullins was in the box I asked him a question with reference to a deal he had with Mr. Brauer. Mr. Brauer proposed to pay him in a certain way, that is, through the British Export company, and Mr. Mullins closed that deal, but he objected to this method of financing, do you know anything about that ?

A Yes, I sold Mr. Brauer 4000 head of cattle. In two-thirds of the cases I handled the cattle right through and charged him on the other side. In those many cases Mr Brauer's money was not in that. My money went through in that to the other side. I had a letter from Mr. Brauer to his bankers to pay any losses which might occur.

For the cattle that did not go through I did not get a cheque. He first of all wanted me to get the shipping bill from the company consigned to the British Export company. Then he would write on it "Pay to Bater & McLean the purchase price of the cattle", and it would be handed to the bank, , and he, Brauer, got delivery of the cattle before I got my money. I wouldnot do it again.

Chairman :

Q What is the significance of that ?

A With a firm like Gordon & Ironside we would not insist on the money, but a new man in the trade we feel a little anxious about it. I used to telephone if it would be met. I would not do business that way again.

WILLIAM W. BRAUER recalled

Mr. Brauer states to the Commissioners : --

I wish to make statements in regard to Mr. Mullins and Mr. Bater's evidence. Mr. Bater stated that he had to wait for the shipping bills before he got his money. He was requested to make out his bill. On the back of that bill I put "Please pay to Bater & McLean" this money. Before that he had already telephoned the bank and he was acquainted with the fact that his money would be paid. As far as Mr. Mullins is concerned no conversation ever occurred between him and me as to the payment for these cattle directly or indirectly.

Mr. Haggart :

Q Mr. Mullins was not in the witness box. Mr. Mullins made no statement. He asked me to put the question to Mr. Bater.

A Furthermore Mr. Bater stated just now that he sold me those cattle because he thought he could make a dollar out of ~~any~~ them

Mr. Bater did not sell them. On that same train was A.J. McLean when I was going to Calgary. On that train Mr McLean mentioned the fact that they had shipped during the last year 10,000 head of cattle and that he had space engaged on the boats. He would like to get out of the space and sell the cattle as well. I asked him what the cost would be and he mentioned the cost. I bought the cattle from McLean at cost price

This statement I make that William W Brauer nor the British Export company be not discredited in Canada.

The proposition of McLean was that the cattle should be financed and go through the hands of Bater & McLean and be sold in Liverpool. I am prepared to finance anything I undertake. Any statement made to the contrary is absolutely incorrect and without foundation.

The reason that these cattle were sold me was this as explained by McLean : that cattle was losing a great deal of money.. McLean, who lives at Lethbridge, explained that they had shipped about 10,000 head of cattle on commission and they did not want to take a chance in low markets in exporting beef cattle, which cattle they had bought to fill this space, because the people whom they had expected to fill had fallen down and that the market at that time was very low and that cattle were losing a great deal of money. I bought the cattle at cost, subject to a telegram to G.T. Bater at Winnipeg.

When I came back from Calgary Bater said that he did not think that he could sell the cattle at cost ; that he wanted a dollar a head profit. I agreed to pay it, subject to the conditions ^{they} had named, subject to Bater & McLean handling them.

As the shipments were coming along I gave Bater a letter to Hill & Sons to pay any over-draft to Bater & Co., Liverpool, and anything coming to my account I wanted it placed to my account.

Q Disputes as to the terms of contract between two cattle men will not help us ?

A I did not think that you would permit a man to be discredited. I think this commission is bound to protect me.

Q Any dispute between you and Mullins or between you and Bator is not helping or aiding the commissioners ?

A I have no malicious feelings against these people.

Q I think that this explanation had better close here. Mr. Gordon gave some evidence in reply to a statement made by you. The evidence has been pretty well taken by the newspaper men. Read that and be here tomorrow morning and we will try and keep you both down to the questions before the commission. Mr. Mullins stated that he was acting as agent for Eldridge in the selling of the 306 head of cattle, that you wanted to acquire those cattle, and that you offered him a bonus of \$1 a head if you would assist him in purchasing ?

A I do not know anything about it.

(Violent altercation between Mr. Mullins and the witness, during which Mr. Mullins uses unparliamentary language.)

Chairman : We cannot have witnesses and others in the court room "talking back."

Mr. Brauer : When I first came here I wanted 300 cattle for the Portland boats. I went to Gordon first and I told him what I wanted, he intimated to me that he could not supply. Mullins said that he had some coming in. I told him I would rather go home and give him a dollar a head to buy them I certainly would not go with the cattle in the pens and offer the dollar to Mullins .

Q Were the cattle in the pens ?

A No.

Q Were they in transit ?

A No, they were to be there on ~~Wednesday~~ on a certain day.

Q Mr. Mullins wants to know if anything passed between you and him as to space for the Alberta cattle ?

A I had space for them on the steamship Montezuma. We do not do a space business with Mullins. I said I would take space from him. I concede that point because there is nothing in it.

H.A.MULLINS makes the following statement :

Mr. Brauer's description of the incident of offering me a dollar a head to buy these cattle of Eldridge is absolutely false and untrue. I have been here twenty years and I value my reputation.

I told him I would try and sell him those cattle. While they were in transit I said to him "What about this Portland space?". He said : "Thirty shillings." I said "Twenty-five shillings." He offered me one dollar a head to help him buy the cattle from Eldridge. I did not take his proposition.

Mr. Gordon has no string on me. Brauer's way of financing does not suit me. I told John Aird I would not do business unless he would guarantee this man's accounts, Mr. Aird, manager of the Canadian Bank of Commerce here.

If Mr. Brauer had not mentioned my name I would not have been here today. We pay by cheque and have a standing. I cannot say anything about his finances ; he may be as good as gold. I am not reflecting on his standing. I will not transfer to the British Export company. If they had been indebted to the bank of Commerce it could have held that bill of lading, saying that Mr. Brauer was indebted to the bank.

Mr. Brauer : I move that Mr. Mullins statement be struck out.

Mr. Haggart : It has nothing to do with the investigation. I think that you and Mr. Mullins ought to apologize to the commissioners for taking up so much of their time. Mr. Mullins, Mr. Coughlin and Mr. Brauer will be here tomorrow.

DAVID COUGHLIN recalled.

Mr. Coughlin's statement : So far as I am concerned I wish to contradict the statement as to the amount of the cost of landing cattle in England. I am in a position to land cattle there as cheaply as Mr. Gordon is, with the few exceptions of Mr. Gordon's personal privileges.

At this stage of the proceedings the Commissioners adjourned until 10 o'clock the following morning, Thursday, August the Twenty-second, 1907, to conclude the sittings of the Enquiry in Winnipeg.

WILLIAM W. BRAUER recalled.

TO MR. HAGGART : --

Q. The commissioners are not interested in the personal disputes between you and Mr Gordon ?

A I am a citizen of the United States and am in Canada. This commission has subpoenaed me to tell the truth. The statement I made the other day I stand by. This commission allowed several witnesses yesterday make statements in order to discredit William W. Brauer. There is no reason why I should not be allowed the privilege of making these witnesses prove their statements.

Chairman :

Q I would not justify any action that would not give Mr. Brauer an opportunity of clearing himself. Mr. Brauer should state his grounds briefly ?

A Mr Gordon stated here that I was the most persistent American that he had ever seen. He said "When you sit on a man he generally goes away but this man bobbed up serenely". What right has he to sit on any man and drive him away from this country ?

Q We want anything reflecting on your financial standing, have you that to give ?

A Mr. Gordon made the statement that "Mr. Brauer's company, the British Export company was a thing of the past." In the first place I want to state that it is not a thing of the past. It is in existence and is solvent, and it proposes to build an abattoir in the name of the British Export company. I want Mr. Gordon to retract that. He further stated that I stated that I sold more cattle than any man living. I did not say so. I referred to my English business. He further stated that "Brauer was only known for his commission business, and but for his commission business he would have gone to wreck." The statement is wholly unfounded and incorrect in its entirety .

Mr. Gordon said that I made a proposition to him. I brought a letter of introduction to him from Mr. Ironside. I told Mr. Gordon that I was a stranger and that if he could give me the cattle to fill these Portland boats I would rather go away than stay here. It is not in my recollection that I dogged him or that I bought 400 or 500 head of cattle of him.

According to the Free Press which I have been quoting he says that I stated that "every other man, was a rogue,

crook and a pirate". I said they were a band of pirates at the yards. I believe it to be correct now.

I want Mr. Gordon to prove these assertions about the British Export company. I want to go into the statement that Mr Gordon made in detail that he has an advantage over the ranchers. Cattle coming from the west as a rule are not fed except at Moose Jaw. At Winnipeg we will agree that Mr Gordon has an advantage over these ranchers in the question of hay. There he has 50 cents a head over them. At Schrieber we will put it at 25 cents ; that is 75 cents. Now at Montreal Gordon has an advantage of 10 cents a head. At Montreal he has an advantage of 10 cents in feed and another 10 cents in loadings per head. On the C.P.R. Boats he has no advantage over any one in insurance. But we will say he has the advantage on other boats of 25 cents a head ; that is ~~XX~~ \$1.20. In England he has an advantage of half a crown, 60 cents. That is a total of \$1.80. Mr. Gordon said he had an advantage of \$3.95 over the rancher. In other words, Mr. Gordon states that over everybody else he ~~Mr xxx~~ has an advantage of over \$2 a head. If this statement of Mr. Gordon's is correct then he must get the money somewhere unknown to the commission and to the commission men, this is, on 75,000 cattle, which is \$146,000. We want to know it and be placed in the same position as Mr. Gordon is.

JAMES T. GORDON recalled in rebuttal.

Mr. Gordon states : I said yesterday in making the statement that it cost the rancher \$3 or \$4 more than it did ourselves, that I would not ask the commission to take my own figures, but that I would ask them to put a commission man on the stand.

Mr. Brauer questions that. He knows well, positively, that what I say is correct. In the yards in Winnipeg we buy the hay by the car load. We pay \$9 a ton for this hay. This hay weighs 70 to 75 pounds per bale. The commission man charges about 70 cents a bale, over 100% per cent on the first cost of the hay, which means, 20 cents, per head, providing the cattle are in the yards 2 days and take 30 pounds a day.

At Schrieber they get another commission of 10 cents a head. In Montreal the commission man get a commission on every pound of hay put on the ship, that means 15 cents a head more. On insurance we do not pay within 50 cents of what the rancher does. We make a contract which lasts the whole season. If Mr. Brauer does not get that he does not look after his business. But the rancher pays 53 cents more on a bullock. On shipboard hay is \$15 to \$18 a ton, we pay ~~XXX~~ \$10 to \$12, a saving of 25 cents a head on that.

In England they charge five shillings a head. It does not cost us half of that, say that is a saving of 55 cents more. Then there is the hay put it at a conservative estimate we save 50 cents a head more there.

It has been stated here that there is no dealing in ~~xx~~ space. That is not correct. We had a shipment of cattle coming through the other day in space taken by a commission man. The commission man charged thirty shillings, five shillings more than ours.

I would like the chairman to recall Mr. Mullins. I have seen his statement and I have given my statement. The commission men at one time handled all of our cattle. But we made this change simply because we could do it that much cheaper ourselves. I refuse to retract anything about the British Export company.

HENRY A. MULLINS, again recalled in rebuttal :

TO THE CHAIRMAN : --

Q. I felt yesterday that there was certain evidence given that Mr. Mullins would not do business with Mr. Brauer the way he was doing it because he did not know whether he was sound. Have you any reason to believe that the British Export company is not a sound company ?

A. I have no reason to know whether they are good or bad. I do not know who they are and I did not know Mr. Brauer until he came here.

Q. You do not answer my question. Have you any reason to believe that the financial standing of that company is not sound ? A direct answer to that question will settle the whole matter. If you have produce your evidence, if you have not say so ?

A. I know nothing about it. Brauer has no stake in this country. He takes a bill of lading from me of the Eldridge cattle. The cattle are billed to some other company in the east. That is why I would not sell cattle to Brauer.

Mr. Haggart :

Q. You took the bill with you to the Canadian Bank of Commerce ?

A. Yes

Q. With that bill of lading you did not part with the property until you had in hand the money ?

A. He had the actual piece of paper.

Q. You said yesterday "I don't know whether the company was worth five cents or five millions" ?

A. I don't know anything at all about their finances.

Q. Consequently you could say nothing at all ? A. No

Q. If there was anything in what you said that could be construed against that company you take it back ?

A. I have said nothing against the company. I take nothing back.

Q On the question of transport can the rancher through the commission transport from the plains to Liverpool and in Liverpool as cheaply as Mr. Brauer or Mr Gordon ? A No

Q You are fairly familiar with all the steps that have to be taken from the time the cattle are bought on the plains until they are killed and disposed of in the old country ?

A Yes

Q What advantage has a man like Mr Brauer or Mr Gordon on each steer ?

A I do not think it is fair to Mr. Gordon or Mr. Brauer to put that question. The rancher cannot ship as cheaply as they can. They buy hay and space cheaper than the rancher and sometimes cheaper than I do. There are many weak places in the trade. I say to the rancher : Sell in Winnipeg and avoid the tempestuous weather. The big rancher is pleased to sell in Winnipeg

Chairman :

Q If you you as a commission man had the same equipment along the route as Mr Gordon has could you export cattle as cheaply as he could, as an exporter ?

A Yes, if I had everything the same.

Q I am not referring to your commission or his profits. I am referring to bringing them from Alberta to Liverpool ?

A I could not ship them as cheaply as Gordon, he has even the hides in Liverpool.

Q Suppose you had all those advantages that he has that are open to everybody ?

A No

Question repeated.

A I think I would meet him on a fair footing.

WILLIAM W. BRAUER, again recalled in rebuttal :

Mr. Brauer states : The statement that Mr. Mullins made just now is absolutely false with regard to the bill of lading. The cattle were billed to the British Export company. Mr. Mullins was down at the Canadian Bank of Commerce and asked the manager whether he would pay the cheques for Mr. Brauer's cattle, and the bank said they would. I asked Mr Mullins to make out his bill on his regular form. He made that out. I endorsed on the back of that bill : Bank of Commerce, Please Pay that money. He went to the bank with bill endorsed the same as a cheque. It is the same as a cheque and will go through any bank. The cattle were billed from W.W.Brauer to The British Export company.

Mr. Haggart :

Q When you gave him that document which you call a cheque what did you get ?

A I had his receipted bill for the cattle

Q Eldridge endorsed to Mullins, and it was endorsed to you before you gave the cheque ?

A No, not until afterwards.

Mr. Haggart : That is not pertinent to the inquiry, Mr. Brauer.

Chairman : I think it is clear now.

DANIEL COUGHLIN again recalled in rebuttal :

TO MR. HAGGART ; 11

Q State briefly what you know about this ?

A. I have handled seven-tenths of his business. I handled the bulk of Mr. Brauer's business last year. I am satisfied to handle all the cattle in the territories on the same financial basis that he has done it on. There was no inconvenience be-

tween us as regards finances. He has shipped a large quantity of cattle and there has been no financial trouble up to the present date.

Q Can the rancher ship to Liverpool, dispose of the products of his ranch as cheaply as can Mr. Brauer or Mr Gordon ?

A I think he can with the exception of a few advantages that Mr. Gordon or Mr Brauer may have in handling it on a large scale. They might be in a position to take space better. I have taken space higher and lower.

I give the rancher the benefit of space and insurance I give some ranchers benefits they are not entitled to. I can handle cattle as cheaply as Mr Gordon, Mr Brauer or any other commission with the exception that they get a little better terms with their salesmen in England.

I can say that the success of the cattle trade in the United States is attributed to the commission men, a hundred per cent of the success. You ask me for suggestions as to what would improve the trade. One is that all cattle should be handled through reliable commission firms. It would improve matters.

And for the simple reason that your cattle are all in the hands of the commission men as in the United States. They wire to all their customers if there is a glut and have it stopped. There is no such thing here. They are allowed to pile up here and cause a drop of a cent a pound ; and it would in the interests of everybody concerned in the trade to stop that. A cent a pound drop is disastrous to everybody along the line.

Mr. Haggart : It would benefit the consumer and would be no detriment to the exporter.

Chairman :

Q We have asked several to show us the cost of taking a steer from Alberta to Liverpool ?

A It would cost \$14 , that would include all expenses.

Mr. Haggart :

Q Send it to us on paper signed by yourself ?

A All right.

now call EDWARD EVANS recalled :

TO MR. HAGGART : --

Q Do you remember the incident referred to by Messrs. Mullins and Brauer in the sale of 366 head of cattle from Alberta ?

A Yes.

Q What part did you have in it ?

A The cattle came in from Lethbridge consigned to Mullins. That bill of lading was endorsed over by Mullins to Brauer.

A fresh bill of lading was made out in my office by Brauer to the British Export company.

Q That is all that you know about it ? A Yes

Q You did not know when the cheque from Brauer to Mullins passed ?

A No. Before I would issue a new bill of lading I would require the surrender of the original bill of lading.

Q That is your authority for issuing a new one ?

A Certainly

Q And the consignee ^{or} was the holder of that new bill of lading would be the person entitled to the transfer of the property ?

A Yes

Q And from the moment that bill of lading was in your hands you held it for the British Export company ? A Yes

Q It was then the company's property ?

A Yes, upon the surrender of the original bill. It was Mr Brauer's property as soon as I received the original bill from Mr Mullins. I am inclined to think that Mr Mullins handed it to me.

Q Do you remember Mr Mullins saying to you at that time that he did not know of this way of doing business ?

A I have some faint recollection that I was not to issue the new bill of lading until the old bill was surrendered. That is the custom.

Q It was the property of Mr Mullins ?

A Until the surrender of the original bill of lading.

Q Both their interests were protected. The property then immediately you handed over that bill was the British Export company's, and it was at their risk ?

A The C.P.R. was responsible.

Q You were protecting Mr Mullins ?

A I have no right to give them up to any one else until he authorized me to do so

Q It was your duty to give that property to the consignee or issue a new bill of lading ?

A Yes

Q Do you think that Mr Mullins was doing business in a way in which he was not used to doing business ?

A I am not posted as to how they do their business. I am not here in favor of Mr. Mullins or Mr. Brauer, but simply to answer your questions. I am representing the C.P.R.

CHARLES KNOX, having been duly sworn deposed as follows :

TO MR. HAGGART : --

Q Where do you reside ?

A In Winnipeg .

Q What is your occupation ?

A I have been in the livestock trade for 23 years, ten years a rancher and thirteen years a shipper

Q And now ?

A I chiefly do business as a commission agent ; ~~smx~~ stocker business. Preparing young cattle to ship to ranchers in the west.

Q You have been following the proceedings of this commission?

A I have been it in the papers, yes.

Q You have had a great deal to do with the railways ---the transportation of cattle ?

A Yes

Q During all this extensive experience do you ever think that there has been any rebates ?

A Yes, I have had rebates in shipping horses and cattle.

At one time in the history of this country the Americans came up here for stocker cattle and were taking them south.

Naturally the C.P.R. wished to keep the cattle in the country & ship west.

At that time I shipped cattle and got a rebate from the C.P.R.

Of late years I have not received a rebate from the C.P.R., not for some years. Stocker cattle were shipped west and we got a rebate. That was done in pursuance of their general policy.

The idea was to keep the cattle in the country. That is my opinion. As regards rebates on horses there was a certain time when both cattle and horses were getting plentiful in

the west and there was no exporting. Mr Gordon opened up the export business in the cattle trade. I made the first shipment of horses. The proposition was made to me by Sir William Van Horne, now chairman of the C.P.R., that I should open up the export trade in horses which I did.

The agreement was that I was to ship and the railway was to supply me with cars and free transportation with my men. The horses were to be sold in Belgium, Holland and England in order to test the market and on my return I was to show to the C.P.R. exactly how the transaction turned out.

If the horses did not make over and above a certain amount the C.P.R. was to receive nothing. If they made over and above that I was to pay the C.P.R. for their transportation. It was practically an idea to try and open a market for Western horses. I could not say anything about the export cattle trade.

Bronchos were not required in England and are not. We only made one shipment. The railway was at a loss and so was I.

Chairman :

Q You have no reason to believe that rebates have been given in recent years ?

A I think I would be after them. I do not think so. Mr. Mullins can tell you anything in regard to beef that I can tell you. We represented for 2 years the firm of Bater & Williamson. We went out without Gordon & Ironside knowing that we were in the country.

Q We bought over 2000 head of cattle. Next year I went back to the same part of the country, and tried to buy this same sort of cattle. With the exception of one train load we could buy no cattle.

In two cases we would have bought more but they were sold to Gordon & Ironside. The reason given to me was simply that they were working with George Lane's supply wagon.

Q There may be a dozen cowboys and only one wagon ?

A They told me if they sold cattle to us they could not work with George Lane's wagon, otherwise Gordon & Ironside's wagon.. They said they would like to but could not. There were only two wagons. If they were not with Lane's they would have to work with Moscow's, because they could not afford to round up themselves.

I said that there was only one way to get over this thing, and that is to put yourselves on the same footing and buy one or two outfits or ranches so as to put up a wagon on the round up.

Williamson thought well of it and we went out with instructions to buy, but the terms never came to anything and nothing was concluded in the buying of the ranches. I consider the rancher in that country is practically more or less handicapped in that way.

Q In those days the round-up was a bigger job than it is now ?

A I don't know.X

Q There are fewer people interested ?

A I don't know ; they are dropping out by degrees. I am speaking of seven or eight years ago. Since then I have bought no beef cattle. I have more stockers than any firm or individual in the country. That is my business.

Chairman :

Q Is there anything else that would bear on this enquiry ?

A Regarding the price of beef : I think the citizens of Winnipeg certainly pay too much for their beef, the same with firewood and other things. I think the public abattoir idea is a good one and also the union stock yards. However, I do not think we can speak of anything as being cheap at the present rate of thing in this country such as rent, wages, etc.

Mr. Haggart :

Q Do you know of any combination, any agreement or any understanding between any of these big cattle dealers to keep up prices or to prevent competition or to keep down prices to the producer ?

A Not with any certainty. I would say that if I were a commission man I would be glad to have a man like this gentleman, Mr. Brauer, from New York come here. It is a good thing for the country where 75 per cent of what is sold goes to one firm. If I were in the commission business I certainly would encourage a newcomer, because how is a commission man to do business if one firm buys almost everything. I would therefore hail the advent of Mr Brauer.

Chairman :

Q Without Mr Brauer are we assume that there is no competition ?

A In the export line, practically none as far as I know.

Mr. Haggart :

Q What effect has that ?

A It naturally has the effect that any business without keen competition is sluggish ; naturally one firm has an advantage which it would not have ; that is the financial effect.

Q In the hands of selfish people it would keep down the price?

A Possibly.

700.

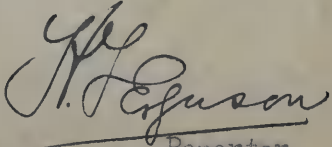
Q Some of these commission men have given us to understand that the competition is keen ?

A I do not see how it could be keen in the export line. I do not know how they can explain it.

Chairman:

Although this investigation is closed we have to announce that any man in the province of Manitoba who has any evidence that he considers should be presented at this enquiry it will be accepted in the form of a statutory declaration and can be sent to us through the mails within the next fortnight.

I HEREBY CERTIFY that the foregoing evidence is a true and correct transcription of the shorthand notes of the evidence taken In the Matter of the Meat Trade Commission at the sittings of the Commissioners in the City of Winnipeg, the City of Brandon and other Towns in the Province of Manitoba during the months of July and August 1907.


Reporter.

